THE LITERARY DIGEST

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TOPICS - OF - THE - DAY

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THE FIGHT CENTERS ON ARTICLE X

"THE MEN AND WOMEN of the country on November 2 will vote for peace or war, for safeguarded and enduring peace, or for certain and frequent wars," affirms the New York *Times;* and Governor Cox's Dayton *News* puts the same thought in different words when it declares that "it is the gospel of Cain against the gospel of Christ, and it is in this light that the citizenship of this country should approach the election." But while these Democratic journals would have us believe that a Republican victory means a continuation of the old international conditions that bred wars, while a Democratic victory means that we will find a haven from war in the League of Nations, some of Mr. Harding's newspaper champions are no less emphatic in their warnings that the League Covenant as formulated at Versailles would drag us willy-nilly into war. Between these two extreme views there are, of course, many shades of opinion in both parties on the League issue, some papers even refusing to believe that the issue is before the voters at all. For, says the Portland *Oregonian* (Republican), "whoever is elected, it is obvious that a league, or an association, or union, or whatever it may be called, can not be formed through one political party alone." "No matter whether it is to be a Republican or a Democratic President, the rejoicing over either victory can be but a poor compensation for the manner in which our politicians have paltered with the subject of America and world peace," remarks the San Francisco *Bulletin* (Ind.); and the liberal New York *Nation* avers disgustedly that "'bunk' is the word to apply to the campaign talk about the League," and the discussions of this issue "have been almost 100 per cent. flapdoodle."

ARTICLE X

The Members of the League undertake to respect and preserve as against external aggression the territorial integrity and existing political independence of all Members of the League. In case of any such aggression or in case of any threat or danger of such aggression the Council shall advise upon the means by which this obligation shall be fulfilled.

It appears, nevertheless, to be an issue that will not down, to judge by the increasing space devoted to it in editorial columns and in political speeches as the campaign draws to a close; and it is upon Article X that the fight centers at the last. This article, which was the principal point of attack in the Senatorial criticisms of the League, has been characterized by President Wilson as the heart of the Covenant; and even its critics have conceded its importance, as does the New Haven *Journal-Courier* (Ind.) when it refers to "that bad heart of the League." Now Mr. Root's description of Article X as "no part of the main scheme of the League of Nations" and as "inconsistent with the purpose and spirit of the League," moves the Washington *Star* (Ind.) to ask whether this much-discust clause is "the heart of the League or only its vermiform appendix." And it goes on to say:

READ
MR. HOOVER'S LETTER
ON PAGE 22

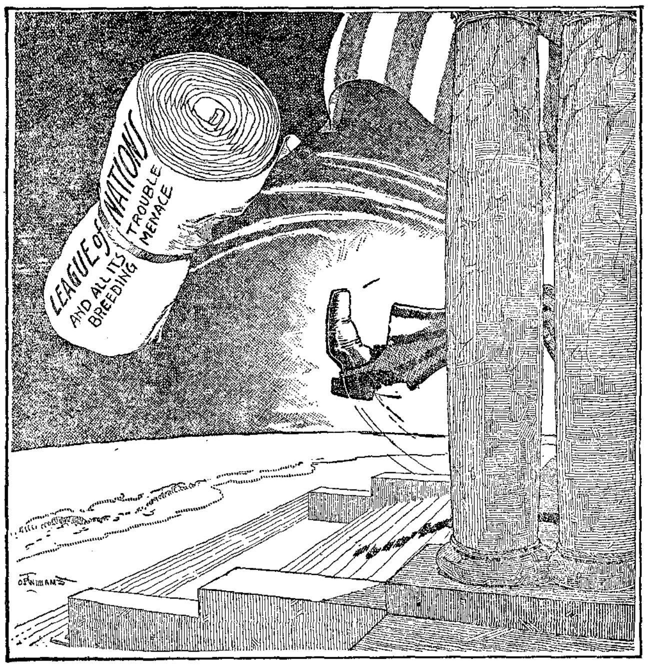
> "If Article X is, in truth, the 'heart' of the Versailles pact, to cut it out will kill this pact, and our new Government will be in no mood to attempt to revive a corpse by blood-transfusion.
>
> "But many thousands of Americans, Republican and Democratic, believe that Article X is not the heart of the League, but only its diseased vermiform appendix, whose removal, instead of killing, will tend to restore to reasonable health the Versailles League; unless, indeed, the disease has tainted other organs (like adjacent Article XI), so that it, too, must be cut out, perhaps hopelessly crippling or even killing the patient."

"Through all the smoke of battle over the League of Nations the fact stands out clear and unmistakable that Article X of the Covenant is the pith of the controversy," declares the St. Louis *Globe-Democrat,* a Republican pro-League paper that does not share the alarm of some of its contemporaries over the potentialities of this article, but which thinks, nevertheless, that the League could function effectively without it. "It is perfectly plain that, right or wrong, the United States will not, in its present mind, ratify the League Covenant so long as it contains Article X," affirms another pro-League journal, the Philadelphia *Public Ledger* (Ind. Rep.), which goes on to say:

> "As our readers know, we have always been among those who believe not only that Article X does not and can not bind the American nation to go to war against its judgment or conscience, but also that Article X is a very valuable and vital part of the League machinery for enforcing peace. Still, he must be an exceedingly poor student of political psychology in this country who to-day cherishes any hope that Article X can be successfully piloted through the Senate within the next two years, no matter how the elections go this autumn. . . . . . .
>
> "With Article X eliminated, the League would still have formidable powers and could do a vast amount of good. With all the reservations asked by the Republican Senators in force the League is well worth preserving."

According to the Republican candidate, speaking on October 8 in Kansas City, "Article X is not only the most dangerous provision in the Covenant, but, in its sinister possibilities, it is the most dangerous proposition ever presented to the American people"; and in the same address he says further:

> "Article X, in words of utmost precision, binds us to an obligation which under certain easily foreseeable circumstances will require the use of armed forces. It is true that the Constitution invests


LEAGUE of NATIONS AND ALL ITS TROUBLE BREEDING MENACE
C. Williams

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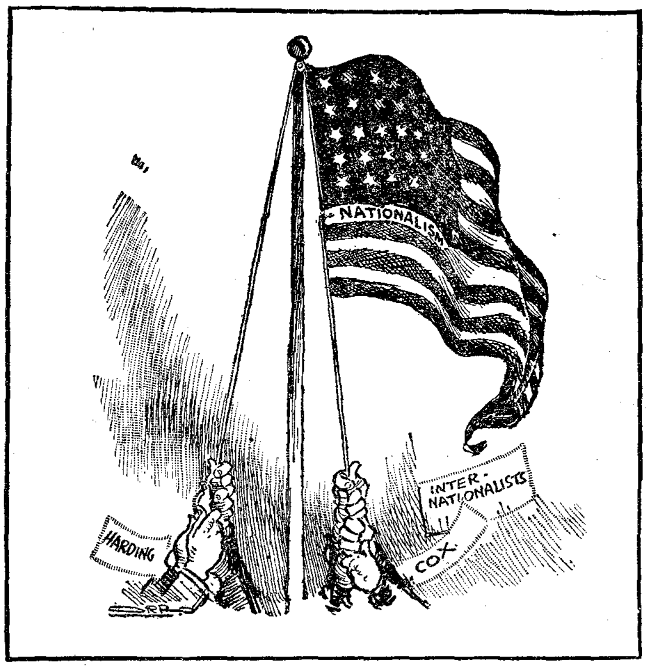
THE ONLY GOOD RESERVATION.
—Williams in the New York *American*.



FOR WHOM ARE YOU PULLING?
—Orr in the Chicago *Tribune*.

FINAL SHOTS FROM THE LEAGUE'S FOES

> Congress with the sole power to declare war, but if war shall become necessary in order to fulfil this or any other treaty provision Congress must either declare war or repudiate the obligation.
>
> "Let no one be deceived; the choice would be between two things—war and dishonor."

The elimination of Article X from the Covenant has been advocated in recent statements by such Republican leaders as Charles E. Hughes, ex-President Taft, Senator Lodge, and Elihu Root. Mr. Root, speaking in New York on October 19, urged the election of Harding as the only feasible way to bring the United States into the League of Nations, which he predicts we will join after Article X has been excised. The election of Cox, he argued, could only mean the continuance of the stalemate between the President and the Senate. "It is Article X, above all others, that Mr. Cox will be bound to insist upon if he is elected, and it is this article above all others which Mr. Harding will be bound to reject if he is elected," declared Mr. Root; and he added:

> "Mr. Cox declares that he will insist upon the Treaty just as Mr. Wilson negotiated it, and upon that understanding Mr. Wilson is supporting Mr. Cox for the Presidency. The Democratic platform says substantially the same thing.
>
> "On the other hand, Mr. Harding, who voted for the ratification of the Treaty with the Senate reservations, declares that he would do it again under the same circumstances."

On the same occasion Mr. Root thus defined Article X:

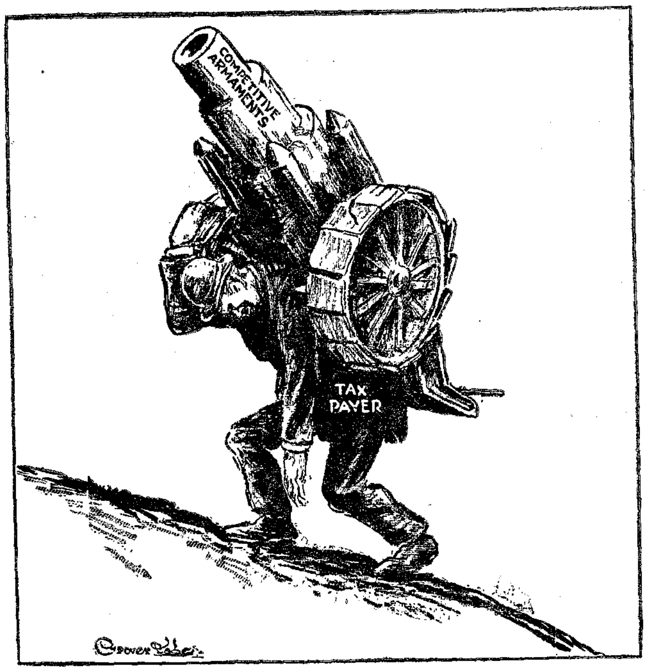
> "Article X is inconsistent with the purpose and spirit of the League. Article X is an attempt to carry over and continue for all time, as a part of the organization to preserve peace, the exercise of power by the conqueror nations in closing the war. It is an alliance to enforce perpetually through the operations of the League the decisions of Mr. Wilson and his associates in the year 1919. It is a throw-back to the old discredited alliances of the past. It speaks a language of power, and not the spirit of progress. It is an attempt to do what the Holy Alliance sought one hundred years ago (with just as noble expressions of purpose)—to impose by force the judgment of the rulers of the present generation upon all future generations.
>
> "The conception which would make the alliance of Article X the heart of a league to promote the peace of the world is a negation of the opinion held by the wisest, most experienced, and most devoted men who have labored in all civilized countries for generations to advance the cause of peace."

"Good-by, Article X. For a long time your disguises were deceptive, but they are now stript away, and it is not necessary to bother about you more," declaims the New York *Tribune* (Rep.). And in the New York *Globe* (Ind. Rep.) we read:

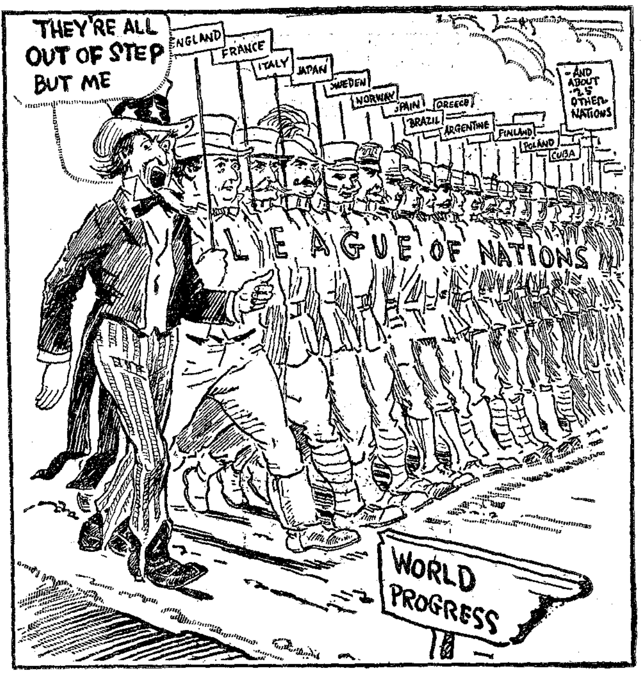
> "Except for a few who hold every word and letter in the Covenant as sacred as tho Moses himself had brought them down from Sinai, no League advocate would consider the omission of Article X. fatal. But many who agree with most of what Mr. Root says and admire the tone in which he says most of it will be sorry that he has succumbed to the temptation to make a scarecrow of this clause. His first impulse, more than a year ago, as he himself has stated, was to reject it. Later he came to believe that it was needed for at least a few years. In March, 1919, he offered an amendment proposing that any signatory Power be permitted to cancel its obligations under Article X after the expiration of five years by giving one year's notice to the Secretary-General of the League. 'The United States,' he then argued, 'can not quit. It must go on to the performance of its duty, and the immediate aspect of Article X is an agreement to do that.'
>
> "It is not clear why Mr. Root should now regard the article in question as a thing to be taken between one's thumb and finger and removed from the Covenant. He calls it an alliance 'to preserve in perpetuity the territorial and political *status quo* as it was determined upon by the Conference at Paris,' but he does not prove it to be anything of the kind. It is, in fact, only an agreement not to allow boundaries to be changed by the notoriously unsatisfactory and immoral method of murder.
>
> "There will be an Article X in any effective league even tho it is not called by that name, and it will mean peace, not war."

Denying Mr. Root's assertion that "Mr. Cox declared that he will insist upon the Treaty just as Mr. Wilson negotiated it," the Democratic candidate makes the following statement:

> "I will accept reservations that will clarify, that will be helpful, that will reassure the American people, and that as a matter of good faith will clearly state to our associates in the League that Congress and Congress alone has the right to declare war, and that our Constitution sets up limits in legislation or treaty-making beyond which we can not go.
>
> "I have stated further that I will accept reservations from any source which are offered in sincerity and with a desire to be helpful.
>
> "I have also stated that if I am elected President, my election can be construed only as a mandate of the American people; and that to secure ratification of the Treaty and the League I would sit down with the members of the United States Senate. I would confer with Mr. Wilson, and with you, Mr. Root, as well as with Judge Taft and all others who have a sincere purpose and whose service in the past equips them especially as advisers."



ARE YOU GOING TO VOTE FOR THIS?
—Page in the Louisville *Courier-Journal*.



ACCORDING TO HARDING.
—Chapin in the St. Louis *Star*.

—AND LAST APPEALS FROM ITS FRIENDS.

Franklin D. Roosevelt, Governor Cox's running-mate, answered Mr. Root in a Cleveland speech as follows:

"Mr. Root knows that the question of force of arms would not be raised unless various other measures, such as international ostracism of the country making the threat, had first wholly failed. In other words, force of arms, which Mr. Root drags up as a bogy, would only be recommended in case of a threatened world-conflagration such as that through which we have just passed. Every sane man knows that in case of another world-war America would be drawn in anyway, whether we were in the League or not."

Mr. Root's contention that the world can not be made "peaceable by compulsion, that the only line of progress is through the growth of the moral qualities that make for peace," is characterized as "philosophical anarchy" by the New York *World* (Dem.), in which we read:

"This is the doctrine of the philosophical anarchists applied to international relations. It is thus that the philosophical anarchists reason about all government. They oppose it because it means force, and they hold with Mr. Root that 'the mere opposition of force to force involves no progress toward better things.' All progress must come 'through the growth of the moral qualities.'

"Rightly understood, Mr. Root's theory is a beautiful theory, but it has little practical application to the political affairs of mankind. Does Mr. Root himself really believe in it? Would he apply it to government in general?"

The New York *Times* (Dem.) quotes Secretary of War Baker to the effect that Article X makes disarmament possible. Says *The Times:*

"For what reasons have nations in the past armed themselves? First, to insure domestic order; secondly, to make ready to gratify their territorial ambitions through aggression upon others; thirdly, to put themselves in a position to defend their own territory against onset by others. Now, it is clear that Article X is designed to remove two, and those the chief, of these justifications of great armaments. It would prevent all aggressive and unrighteous war, thus freeing the taxpayers from the need of supporting any military force except for the maintenance of domestic tranquillity."

In a recent interview with the Democratic candidate a correspondent of *The Times* represents him as regarding Article X as "the soul of the League," and as believing that "to take Article X out of the Covenant would be to cripple the League to an extent that would be irreparable."

DEEP "DIGEST" DUPLICITY DETECTED

THE ALMOST SATANIC DUPLICITY by which the editors of THE DIGEST try to hide their real political aims behind a thin mask of pretended impartiality is seen through by some clever readers who have kindly written in to inform us that they know what we are up to. Every four years our correspondence of this kind supplies material for a little article on this topic, but this year it has been so meager that we have been almost in despair. A careful saving of such letters for the past five or six months, however, has yielded the following grist, which appears to reveal a sort of duplex duplicity in secretly favoring both sides in the campaign:

WE FAVOR THE DEMOCRATS

I hold with many that it is a Democratic party organ.
M. J. Y., Indianapolis, Ind.

The four-dollar subscription for which you ask has been subscribed to the Republican Campaign Fund, with the sincere hope that it may in part counteract the effect of THE LITERARY DIGEST'S efforts to promote Woodrow Wilson's un-American league scheme and his Democratic candidate.
H. W. M., Dayton, Ohio.

You are at least 80 per cent. Democratic.
R. E. R., Canton, Ohio.

You are out and out for Cox and anything that he stands for.
R. C. C., Speedwell, Ky.

Since THE LITERARY DIGEST is becoming W. Wilson's mouthpiece and megaphone it is positively losing all value and interest for *thinking* readers.
C. M., Glen Ellyn, Ill.

I do not care to subscribe to a magazine supporting Mr. Cox and the principles for which he stands.
F. S., Jr., Yonkers, N. Y.

WE FAVOR THE REPUBLICANS

You will without regard to the truth turn the current of all facts to the support of the Republican party and this you will do for Republican money.
J. C. I., Geiger, Ala.

It (THE DIGEST) has so entirely succumbed to Republican persuasion I no longer need it.
K. W. J., Roswell, N. M.

I am sorry to find you so unfair to the Democratic party—I expected to find an unbiased publication.
W. H. E., Stonewall, N. C.

Why all the rank Republican propaganda for the past six months?
"Disgusted Lady Subscriber."

Your LITERARY DIGEST policy is changing. It was formerly non-partizan—but now I find it is antiadministration.
Mrs. R. R. D., Merchantville, N. J.

I do not feel that I can lend my support to any publication which claims to be unbiased, and yet seems to me decidedly antiadministration.
M. T., Louisville, Ky.

THE NEW CZECHO-SLOVAKIAN REPUBLIC

A FEW MONTHS before that fateful August of 1914 brought the most world-unsettling war of all times, two English geographers completed a map of Europe in which the boundaries were laid out according to racial affinities, not on the political lines then accepted. Their map was prophetic of a change which was coming sooner than they dreamed. In the new geography of Europe, now almost completed, national boundaries follow this ethnographical chart much more closely than they do the maps of yesterday. The new Czecho-Slovakian Republic, in particular, almost exactly coincides with the territory allotted racially to the Czechs and Slovaks. The new nation that has arisen out of the former province is larger than either the new Austria or the new Hungary left from the disintegrated Austro-Hungarian Empire. Indeed, this new republic is now almost as large as Austria and Hungary together.

The term Czecho-Slovak, as the two English geographers and ethnologists mentioned above point out ("A Historical Atlas of Modern Europe from 1789 to 1914," by C. Grant Robertson and J. G. Bartholomew, published by the Oxford University Press), comprises two branches of the same West Slav nation: the 7,000,000 Czechs of Bohemia, Moravia, and Silesia, and the 3,000,000 Slovaks of Slovakia, who speak a dialect of Czech. Racially close together tho the two peoples are, time and the unlucky chance which made the Czechs vassals of Austria, while the Slovaks were turned over to Hungary, have brought considerable differences. By the terms of a recent law, Czech is made the official language for Bohemia and Moravia, and Slovak for Slovakia. Behind these differences is the significant fact that they both have the same Bible. Intermixed with Czechs and Slovaks is a large German and Magyar element, estimated at 35 per cent. of the total before the war. At the recent national elections, says *The Current History Magazine* (New York), the German parties polled a total of 1,422,036 votes as against 3,096,391 polled by the Czechs. These proportions indicate a Czecho-German problem, comments this authority, which only time and statesmanship can solve.

The area and population of the Czecho-Slovak Republic, together with its natural advantages, give it a foremost place among the new nations of Europe. Territorially, as "The Statesman's Year-Book" for 1920 (Macmillan) observes, it consists of Bohemia, Moravia, Slovakia, Silesia, and Autonomous Ruthenia. Its complete area is given as 56,316 square miles, and its population, according to estimates by the experts of the Matthews-Northrup Works, map-makers, of Buffalo, N. Y., is at present approximately 14,000,000. Slovakia and Ruthenia supply most of the territory to the new Republic, or 25,309 square miles, as against 20,065 for Bohemia, but Bohemia's population is set at 6,769,548, according to the census of 1910, as against 3,654,435 for the two other territories. The country has been listed as predominantly Roman Catholic, the census of 1910 crediting 11,836,933 to that religion as against 976,567 to Protestant faiths. However, in January, 1920, says "The Statesman's Year-Book," "the reformed clergy of Czecho-Slovakia decided to withdraw from the jurisdiction of the Pope and to found a National Church." Approximately 30 per cent. of the clergy of the country, on the authority of the Czecho-Slovak Consul-General in New York City, is included in this movement. The chief differences between this new church and the Roman Catholic body from which it has seceded are in the facts that the National Church permits its clergy to marry, and stipulates that all services must be conducted, not in Latin, but in the national tongue.

Historians will find in this situation a suggestion that the land of John Hus is true to its traditions, for in the history of Bohemia similar religious disagreements with Rome have played a large part. Hus, who criticized the Roman Catholic clergy somewhat in Martin Luther's way, even while remaining a Catholic, was burned as a heretic in July, 1415. His followers, said to have comprised the great majority of the population of the Kingdom of Bohemia, did not allow the movement to die with its leader. During a demonstration of Husites in Prague, four years later, stones were thrown from the windows of the Town Hall, with the result that the paraders rushed the hall, threw the magistrates out of the windows, and started the long and bloody series of so-called Husite wars. Bohemia, or Czechy, as the inhabitants called it, became thoroughly Roman Catholic again under the Hapsburgs.

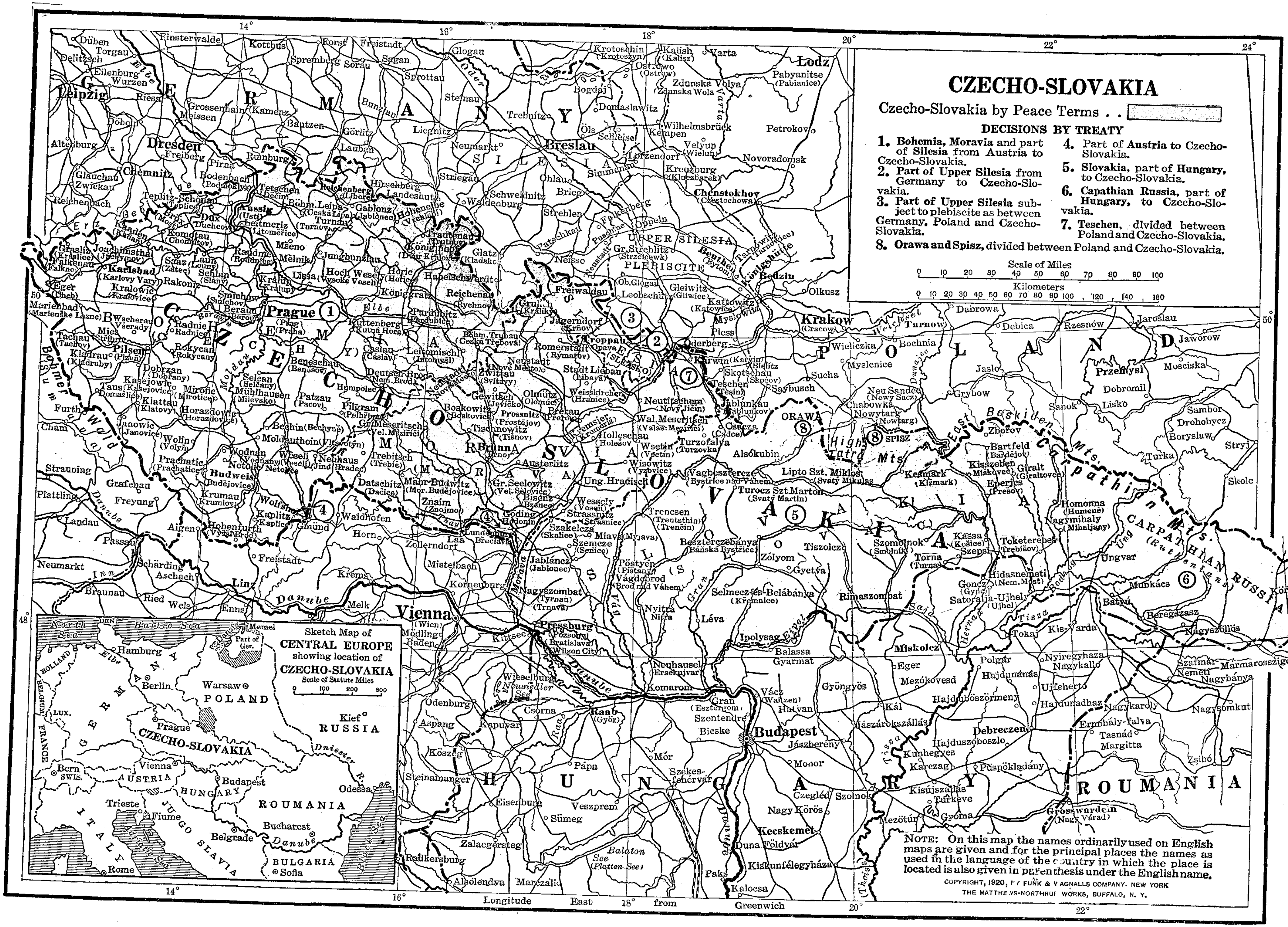
The Hapsburg claim to the territory, which has played so large a part in recent history, had a woman at the bottom of it, it appears. Ferdinand I., afterward Emperor of Austria, married a daughter of the ruling line of Bohemia, and on that basis urged his selection as the Bohemian King. The Bohemian Diet, at a special election on October 23, 1526, accepted his claim as valid. "Soon after the Hapsburgs' accession to the throne," to quote again from "The Statesman's Year-Book," "they began to violate Bohemia's religious and national liberties, and this action eventually led to the Czech Revolution of 1618 and the beginning of the Thirty Years' War." The revolution was completely crusht in 1620. Bohemia's struggle to reclaim its ancient rights as an independent nation, never wholly subdued, has been especially strong since 1848. The present national feeling is traced back by one authority to the literary revival of the Czech language, a movement which started shortly after the French Revolution.

The Slovaks, during most of the period of the oppression of the Bohemians by the Austrians, were very much under the dominations of the Magyars of Hungary, who conquered their country in 907, displaced or assimilated the southern Slovaks, and have practically ever since been lords of all the rest. "The Magyars have always treated the Slovaks as an inferior race," says a writer in the last edition of "The Encyclopedia Britannica." "The result is a large emigration to America. . . . The Slovaks are a peaceful, rather slow, race of peasants (their aristocracy is Magyarized), living almost exclusively upon the land, which they till after the most primitive methods. When this does not yield sufficient, they wander as laborers, and especially as tinkers, all over Austria, Hungary, and even into South Russia. They are fond of music, and their songs have been collected." It is this peasant territory which affords agricultural resources more than sufficient to support the new Republic. Bohemia, Moravia, and Silesia complement these agricultural resources with industrial developments, soon to be increased by certain rights which the Peace Treaty gives to Czecho-Slovakia in the German ports of Hamburg and Stettin.

On November 14, 1918, the National Assembly met in Prague and formally declared the Czecho-Slovak state to be a Republic, with Prof. T. G. Masaryk as its first President. Beginning with next year, according to figures supplied by the New York Consulate, Czecho-Slovakia will have the distinction of being the only nation in Europe unburdened by a deficit. Taxes will be reduced, and the nation will enjoy an enormous advantage over its neighbors.

The Nebraska (Neb.) *Journal* notes that "the new Republic has under way another experiment for the world to watch":

> "The recent elections, as interpreted by President Masaryk, mean Socialism for that country, not the Communism of Soviet Russia, but a nationalization of industries and public utilities by political methods and under political control after the manner of orthodox socialism."


CZECHO-SLOVAKIA
Czecho-Slovakia by Peace Terms . .
DECISIONS BY TREATY
1. Bohemia, Moravia and part of Silesia from Austria to Czecho-Slovakia.
2. Part of Upper Silesia from Germany to Czecho-Slovakia.
3. Part of Upper Silesia subject to plebiscite as between Germany, Poland and Czecho-Slovakia.
4. Part of Austria to Czecho-Slovakia.
5. Slovakia, part of Hungary, to Czecho-Slovakia.
6. Capathian Russia, part of Hungary, to Czecho-Slovakia.
7. Teschen, divided between Poland and Czecho-Slovakia.
8. Orawa and Spisz, divided between Poland and Czecho-Slovakia.
Scale of Miles
0 10 20 30 40 50 60 70 80 90 100
Kilometers
0 10 20 30 40 50 60 70 80 90 100 120 140 160
NOTE: On this map the names ordinarily used on English maps are given and for the principal places the names as used in the language of the country in which the place is located is also given in parenthesis under the English name.
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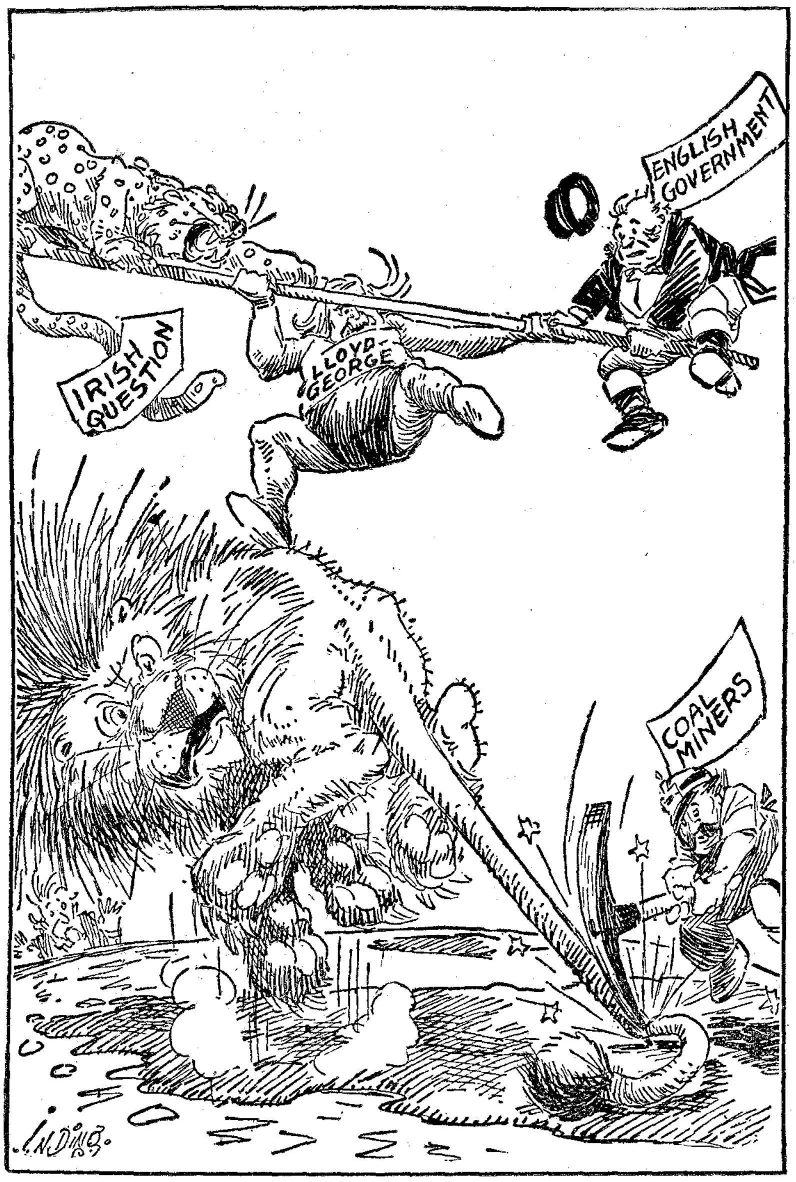
THE MATTHEWS-NORTHRUP WORKS, BUFFALO, N. Y.
Sketch Map of CENTRAL EUROPE showing location of CZECHO-SLOVAKIA
Scale of Statute Miles
0 100 200 300
GERMANY
POLAND
HUNGARY
ROUMANIA
AUSTRIA
CZECHO-SLOVAKIA
BOHEMIA
MORAVIA
SLOVAKIA
SILESIA
CARPATHIAN RUSSIA
UPPER SILESIA PLEBISCITE
ORAWA
SPISZ
Prague
Vienna
Budapest
Breslau
Dresden
Krakow
Pressburg
Danube
Longitude East 18° from Greenwich
14° 16° 18° 20° 22° 24°
48° 50°

BRITISH COAL-STRIKE ISSUES

IT IS "LIKE SATAN peeping over the shoulder of Judas Iscariot," *The Wall Street Journal* tells us; "behind the British coal-strikers stands hideous Bolshevism, whispering in their ears the one word—'Nationalization.' This is the real and the great issue." And while perhaps such a view might seem only natural in an organ of finance, yet we find it shared widely. To the Albany *Journal* such a strike is "insurrection, revolt against government and people, civil warfare." It is "a revolutionary strike," according to the Hartford *Times*, "a strike for establishment of political principles that are foreign to democracies." Not in the coal strike itself, even of more than a million miners, does the real danger lie, as the Richmond *Times-Dispatch* views it, but in "the number of malcontents, the haters of Britain, the enemies of all law and order, the insidious Bolsheviki, and, more than all others, the Irish, who are fighting for the right of self-determination, who may see in England's plight their opportunity to strike." The revolutionary idea at the bottom of this strike, the Lexington (Ky.) *Leader* explains, "is the idea which has dominated the minds of the Italian workmen who have secured for themselves the indorsement of the Government in their demand for participation in the control and profits of industry." *The Leader* adds optimistically: "Lloyd George is not a whit behind Giolitti in his ability to take control of a grave situation and guide it along safe channels. Old England is sound at the core. The friends of peace and order may hope for the best."



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THE AFTER-WAR RELAXATION IN ENGLAND.

—Darling in the New York *Tribune*.

Against the advice of their chief, Robert Smillie, the Miners' Federation voted overwhelmingly to strike on October 16, for an unconditional advance of two shillings a shift. Premier Lloyd George promptly issued a message to the nation declaring that "the Government has made every effort consistent with its duty as trustee for the people to avert this calamity." He specified:

> "The Government offered to submit the miners' claim for an increase in wages to an impartial tribunal and to abide by the result. This offer the miners refused. The Government offered to give the increase asked for if the miners would restore the present low production of coal to the figures of the early part of the present year. This, too, the miners refused against the advice of their most experienced leaders. They are attempting now to gain their ends by force. The nation must and will resist such an attack with all its strength, and there can be no doubt as to the issue."

Calling for conservation of coal supplies, no avoidable cessation of employment, and, above all, "calmness," the Premier concludes: "With steady purpose and determination to do justice the nation will overcome all difficulties."

American papers note that Mr. Lloyd George refrained from raising the "Bolshevik specter," and that the laborites had been maneuvered out of their original dual demand, which coupled a reduction of the price of coal to domestic consumers with increase of wages and earlier lined up all the powerful organizations of British labor. Watchful editors also point out that war-governmental control of the coal-industry is still in effect. Moreover, Lloyd George has in storage the report of his Sankey Commission, which favored nationalization to correct certain conditions of management that hampered production; on the other hand, as the Boston *Globe* suggests, if political complications should grow too difficult, they would be "vastly simplified" if Lloyd George could go to the voters on an antilabor issue and "save the country from Bolshevism." Parliament met and took up the strike in a temper that struck the American press as disposed to find a way out by negotiations. Great Britain, notes the Brooklyn *Eagle*, "is more dependent on her supply of coal than any other great country—"

> "Let that supply fail and practically all factories stop. If all factories stop, the hunger that produces, if it does not justify, social revolution will be experienced in every manufacturing center. The hope of Europe is in the sense and poise of the people of the United Kingdom. And the disappointment of Europe's hope would eventually spell disaster to all Christendom, America included."

"Coal famine is to-day the world's greatest single menace," declares the Boston *News Bureau*, in emphasizing the strike as a blow against the economic life of Europe and the political and social stability of England—

> "Only three countries have of late been partial sources of available coal-supply for needy importing countries. Germany is mortgaged to make reparation deliveries to France, which, inadequate as they are, probably are more than she could spare if her own industries were operating at all freely. The United States export, rising this year to a little over 30,000,000 tons, including bunker coal, already is at a level that causes domestic complaints. England had already been limiting its coal export, especially to distant countries. Now it absolutely shuts off both exports and bunker sales.
>
> "Prior to this necessary suppression, which under the circum-

stances will prove almost a calamity to certain other countries, not an importing nation in either Europe or South America had been getting even an approach to enough coal. France has been getting altogether only about 65 per cent. of the coal required to run her industries; Italy about 60 per cent.; Norway about 50 per cent.; Holland not much over 33 per cent."

The aggregate world's coal shortage in the coming year, to be faced without reckoning the effect of the British shutdown, will be 72,097,000 tons, according to statistics published by the London *Statist*, a leading financial and business authority. That paper gives the following table showing present normal production and consumption of the various countries of the world and indicating the surplus each has for export or the deficit which can be made up by importation:

Name of Country	*Production Tons*	*Consumption Tons*	*Surplus Tons*	*Deficit Tons*
United States	*630,000	*600,000	*30,000	......
United Kingdom	230,000	210,000	20,000	......
Germany	119,000	112,000	7,000	......
France	36,000	60,000	.....	*24,000
Italy	....	12,000	.....	12,000
Belgium	24,474	22,000	2,474	......
Poland	6,000	13,000	.....	7,000
Austria	2,040	13,872	.....	11,832
Czecho - Slovakia and Jugo-Slavia	17,500	15,000	2,500	......
Spain	4,000	6,849	.....	2,849
Holland	2,400	10,200	.....	7,800
Denmark	....	3,300	.....	3,300
Sweden	500	5,900	.....	5,400
Norway	....	2,200	.....	2,200
Portugal	....	1,390	.....	1,390
Canada	13,000	30,000	.....	17,000
Argentina and Brazil	....	6,000	.....	6,000
Australia	12,000	10,000	2,000	......
Other Countries	5,200	36,500	.....	35,300
	1,102,114	1,170,211	63,974	136,071

* 000's omitted. Net deficit 72,097,000 tons.

The Statist says further—

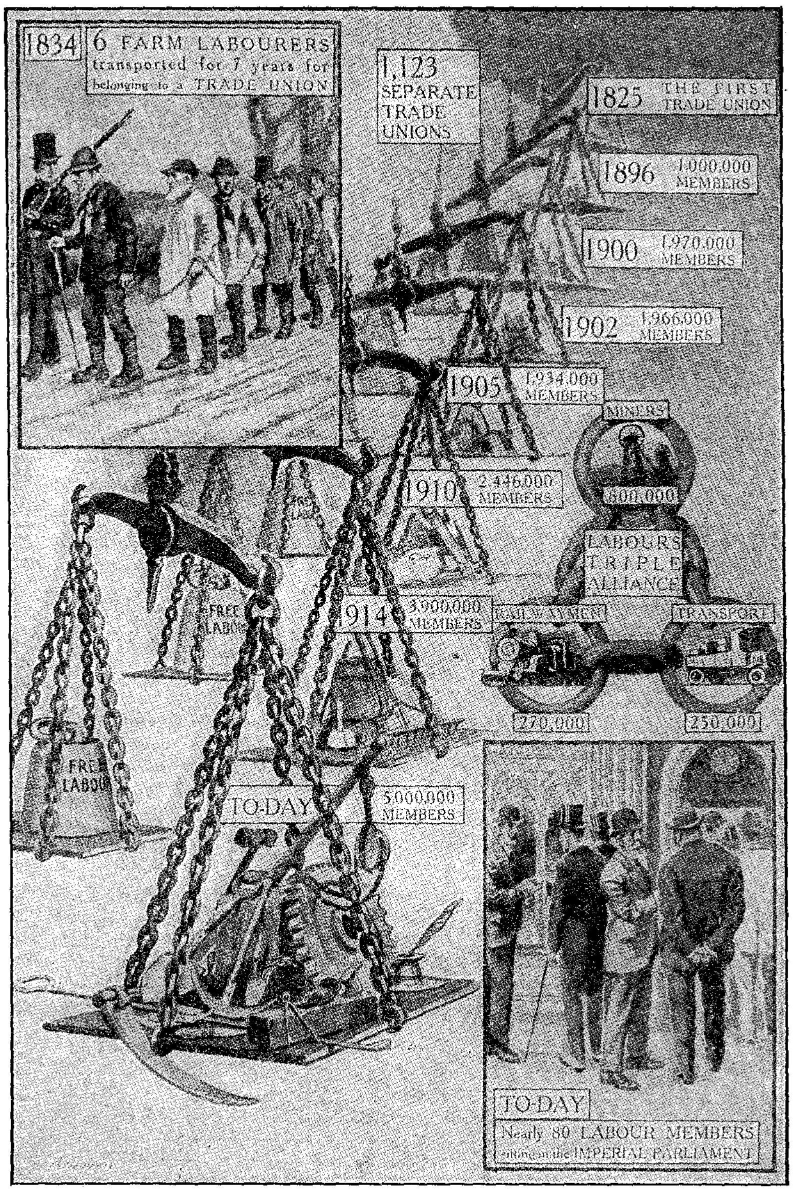
"The possible substitutes for coal are few, and in themselves inadequate, as difficulties of supply arise here also. Oil has already become scarce; wood-fuel, tho extensively used in Norway, Sweden, and other countries, is admittedly unsuitable for many purposes. The development of water-power in countries naturally poor in coal has made some progress, especially in Switzerland and Italy, but it can not take place within a sufficiently short period to avoid hardship, and perhaps worse, if the situation is aggravated by dislocations in any of the chief producing countries.

"The percentage of American production has grown steadily, and now amounts to almost one-half of the world's output. Tho the exportable surplus, as may be seen from the table, is at present in excess of our own, it will still need the combined efforts of all countries to maintain supplies adequate even to the minimum needs of the world."

In the United States representatives of coal-trade associations declare that exports can not be increased, shipping facilities are overtaxed, and while the British strike may affect export prices, the home consumer will not be affected. The export demand is six or seven times greater than can be filled, according to the Wholesale Coal Trade Association. Orders for more than 300,000,000 tons for export can never be delivered; facilities do not permit shipment of more than 35,000,000 tons a year, according to the Imperial Coal Export Corporation. Newspapers, however, fear increased prices and profiteering; not a few call for an embargo. This is a situation requiring national action, says Mr. Hoover's Washington *Herald*, which insists that "a prompt limitation should be put upon coal-exports, and a National Coal Controller should be appointed without delay." Mr. Hearst's New York *American* says, "keep our coal at home," maintaining that the perils of coal shortage are already acute in American cities, and the alleged issue of "democracy *versus* Bolshevism" in England interests us "only as an academic question." In the Butte (Montana) *Bulletin* we read:

"The coal-miners of the United States can do much to repair the grievous wrong done American labor by Gompers and his royal family, if they will refuse to mine coal that will be used to break the strike of the English workers. They will, likewise, if they refuse to mine coal to be shipped to Great Britain, be doing a service for the people of this nation, who need the coal."

"From this distance the miners' cause looks hopeless" to the New York *Globe*. Lloyd George, that paper continues, has got the public on his side "by maneuvering the miners into the position of hold-up men who demand all and give nothing." He has drawn from the union-leaders' lips the acknowledgment that greater output just now is vital:



From "Cassell's Popular Educator."

THE BASIC ISSUE—BRITISH LABOR'S GROWING POWER.

"The mine-owners of England could probably give the diggers an extra thirty-five cents a day without disastrous consequences, but so long as Lloyd George is clever enough to put his adversaries in the wrong he can keep his public with him, and the wage will stay where it is. Whoever has the public must win. Every dog has his day, and the power which is in the miners' hands must some time make itself felt, but in this instance the leaders of the union have been stupid, and the strike vote was undoubtedly inopportune."

The strike forces recognition that "a crisis in industrial reconstruction has arrived," observes the New York *Journal of Commerce*. "In all countries the postwar reconstruction process has necessitated a definite facing of the nationalization issue. It is the same kind of issue which was fought out in the United States in a different way and on a much less threatening scale when the railways were returned to their owners some months ago."

PROBING THE HAITIAN SCANDAL

"SLAVERY IN HAITI! The Wilson Administration, while preaching 'idealism' and 'democracy,' practised murderous imperialism in an 'occupied' island," exclaims the Philadelphia *Public Ledger* (Ind. Rep.), at the head of a column of editorial indictment. The Socialist New York *Call* "proudly" claims a share in the publicity given to "this dirty chapter in American imperialism" with "Haitian atrocities confirmed." "A horrible record. We secure peace in Haiti by victory—by slaughtering 3,000 men. Josephus Daniels is just the man for a job like this," proclaims the New York *Tribune* (Rep.). Yet the militant Republican Providence *Journal*, insisting that every charge of excess and cruelty must, of course, be probed to the bottom, declares that, "nevertheless, it would be foolish to shut our eyes to the plain fact that the American administration of both Haiti and Santo Domingo has been of great benefit to both countries. There can be no question of the results achieved by the naval administration of these negro republics. Order has been restored, health conditions have been enormously improved, agriculture and commerce have been stimulated, justice has been established." And the New York *Journal of Commerce* (Financial) reminds us that "the charges which are now being made against the conduct of our enlisted men in the West-Indian countries under our control are very similar to those which were uttered twenty years ago with regard to what was going on in the Philippines." Then the attacks were against Republican administrations.

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"SHOCKED BEYOND EXPRESSION"

Over court-martial evidence of "indiscriminate killing" of Haitian natives. Ex-Commandant of the United States Marine Corps, Brigadier-General George Barnett.

The Haitian scandal seeps into the campaign through a tilt between Senator Harding and Franklin D. Roosevelt, Democratic candidate for Vice-President. Mr. Roosevelt was reported as saying in effect that he knew Haiti had a pretty good constitution, for he wrote it himself when Assistant Secretary of the Navy. Senator Harding picked him up, described the situation as actual war against little, helpless republics of our own hemisphere, and declared, according to press dispatches, "thousands of brave Haitians have been killed by American marines and many of our own gallant men have sacrificed their lives, continuing at the point of the bayonet a military domination that at this minute requires the presence of no fewer than 3,000 armed men on that foreign soil."

While many anti-Administration papers continue this line of attack, not a few take exception to it. The Republican Chicago *Tribune* reprints as an "Editorial of the Day" the utterances of the Republican Sioux City (Iowa) *Journal*, saying:

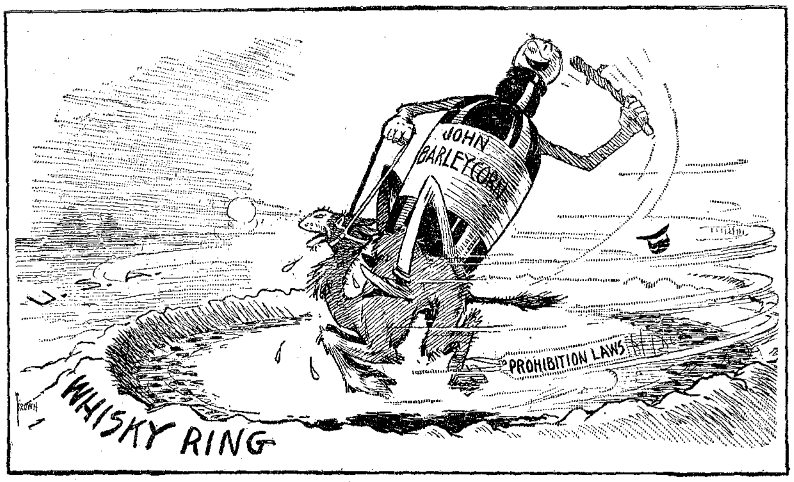
> "Senator Harding made a mistake when he assailed the course of the Wilson Administration in Haiti and Santo Domingo. That is one of the few places where the present Administration has acted with intelligence and purpose. It has committed too many blunders and has displayed too much weakness to justify an attack on its actions to preserve order and uphold the Monroe Doctrine in the two turbulent republics in the Caribbean.
>
> "The different administrations robbed the treasuries and left the debts of the governments unpaid. Germany and France, especially, were determined to use force to collect their debts from the two republics, and Germany was especially insistent upon the right to exercise control over the military and financial affairs of both.
>
> "It was a place where America had to make good or yield to the dominance of Europe. It required firmness to do so, but the stand was entirely American and in harmony with the traditions of the Government."

Secretary of State Colby gives statements to the press in defense of Administration policy, insisting that American control is due to invitation of the peoples in Haiti and Santo Domingo as well as to public opinion in the United States, that our naval forces are there in accordance with treaty terms, and that the benevolent purposes of temporary occupation are being carried out: "The work which the United States undertook to do is nearing completion, and upon its completion this Government hopes to withdraw and leave the administration of the island to the unaided efforts of the Haitian people." Secretary of the Navy Daniels, upon whom press attacks are especially severe, characterized Senator Harding's statements as "slanderous," then began to give out reports of marine corps commandants, and has appointed a board of inquiry headed by Admiral Mayo, declaring, "I want the people of the United States to know, and I want to know myself, the whole truth concerning the Haitian activities of the marine corps. I want everything—the good and the bad—brought out, the responsibility fixt, and the whole thing cleared up once for all."

One report from Major-General Le Jeune, commandant for the period since June 30 of this year, recited conditions of good discipline, "peace, and tranquillity." The report from Brigadier-General Barnett, Le Jeune's predecessor, published later, contained the startling statement that approximately 3,250 "armed Haitian bandits" have been killed by United States marines or Haitian *gendarmerie*, during the five and a half years of American occupation. It seems that 1,763 of the Haitians were killed in the attack on Port-au-Prince in 1918. The marine corps casualties in the five and a half years totaled thirteen killed and twenty-eight wounded. Even more startling to the public press was the further disclosure in General Barnett's report that in October, 1919, a year ago, he found evidence of "practically indiscriminate killing of Haitian natives" in several court-martial records before him. He severely condemned such "unlawful actions," ordered a thorough investigation, ordered the immediate and complete abolition of the *corvée* system of enforced labor on roads, and wrote personally to Colonel Russell, commanding in Haiti: "I was shocked beyond expression to hear of such things and to know that it was at all possible that duty could be so badly performed by marines of any class. . . . I think this is the most startling thing of the kind that has ever taken place in the marine corps, and I don't want anything of the kind to happen again. . . . See that this is corrected, and corrected at once." The *corvée* system was promptly abolished by proclamation. Lacking official reports of investigations, press dispatches have stated that in one instance an officer found to be insane was removed, and in others a brigade commander considered hearsay testimony insufficient to convict. In view of the sensation created in the American press by his report, General Barnett explains that by "practically indiscriminate killing of natives" he meant "proceedings without due process of law," as court-martial counsel and military subordinates would understand, adding, "This whole matter refers to only a very small portion of the marine corps on duty in Haiti. My full report shows that duty in general was splendidly performed by the marines."

The Democratic papers are not behind the Republican in the general demand for "getting the facts about Haiti." The Brooklyn *Eagle* thinks that warranted intervention and improvements accomplished do "not wipe out the fact that this Government is responsible for a shameful abuse of power at a time when we were loudly denouncing other nations for similar crimes." To the New York *Evening Post* "the military record in Haiti is a blot on the Administration and a stain on the honor of the American people" calling for "prompt and stern punishment of the guilty." The Springfield *Republican* finds that "the discrepancy in numbers between 3,250 Haitians and 13 Americans killed is too great to admit of the probability that the slaughter of natives was an incident of legitimate warfare." And further—

> "General Barnett's reference to the *corvée* (forced labor) system, which he ordered abolished, seems to have included the impressment of inhabitants for the construction of military works. It may account, too, for the number of 'bandits' that had later to be supprest. This part of the record also needs to be aired."



THE JOY-RIDER.

—Brown in the Chicago *Daily News*.

The Brooklyn *Citizen* (Dem.), like other papers, thinks that it will take a good deal more evidence "to convince impartial Americans that the marine force has in any important respect been shown to be unworthy of its well-established reputation for good discipline, strict regard for the law, and obedience to orders under all circumstances."

Even the Philadelphia *Public Ledger* (Rep.), quoted against Wilson's "murderous imperialism" at the beginning of this article, also enters a general defense of the marines who "have an almost spotless record"; tho "discipline must have failed" in Haiti, "in the light of what the Belgians did in the Kongo or what the French have done in Africa or what British soldiers have done in India, the revelations from Haiti become relatively insignificant."

The New York *Nation*, published by Oswald G. Villard, declares that it was Senator Harding's repetition of charges first made by that weekly which unsealed the lips of Washington officials. *The Nation* takes direct issue with Secretary Colby and Secretary Daniels regarding statements of fact, and stands by the charges made in its series of articles by Mr. Hubert I. Seligman and Mr. James Weldon Johnson, secretary of the National Association for the Advancement of Colored Peoples, who made personal investigations in Haiti and Santo Domingo. The "case against the course of the United States" is thus summed up:

> "We intervened, *The Nation* believes, on quite inadequate grounds, altho as to that opinions may honestly differ; having intervened, we relentlessly extended the scope of our authority in a brutal and unjustifiable manner, dissolving the Haitian Parliament at the points of American bayonets, forcing unwilling acceptance of an overbearing treaty, removing the entire government of Santo Domingo, and setting up an arbitrary government by military fiat, killing thousands of opponents of our régime (3,000 in Haiti) as 'bandits,' establishing a strict censorship and so avoiding the test of public knowledge and opinion, and forcing upon the unhappy little republic financial agreements favoring certain American banks. . . . 'Self-determination' and 'rights of small nations' as used by American statesmen are still tragic jests in the Caribbean."

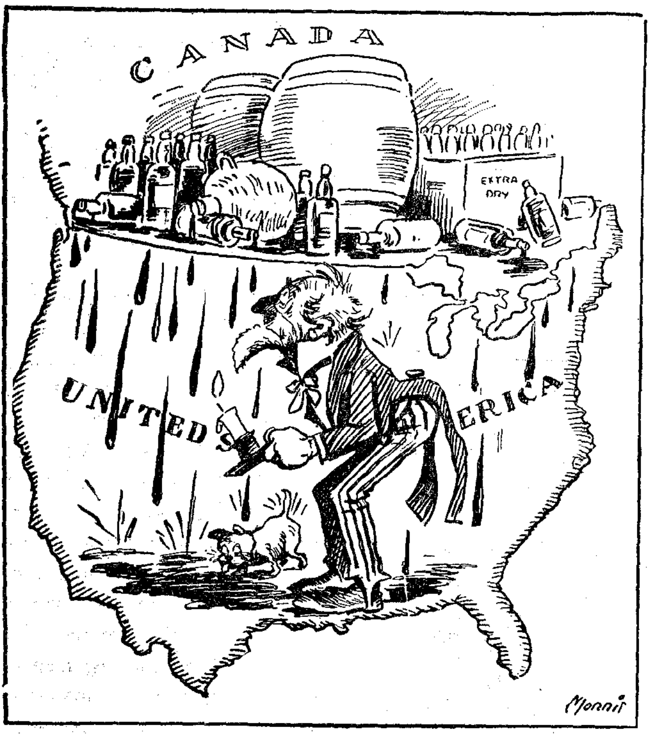
HUNTING BOOZE-OUTLAWS

"NATION-WIDE Whisky Ring Plot Revealed," "Booze-laden Hearse Overhauled at Ferry," "Bootleggers Form Rum 'Curb Market,'" "Murders Ascribed to Bootleg Curb," "Proposes to Seize All 'Booze' Ships," "State Department Opposes Searching Diplomats' Baggage," "Seize Car of Liquor Shipped as Herring," "Running the Dry Blockade (Canadian Border) Nets $100,000,000 in Profits," "Fifteen Prohibition Agents Ambush Bootleggers' Train: One Slain, Others Hit," "Twenty-five Fake Dry Men in Seven Autos Hold Up Truck of Whisky," "War to the Finish on Whisky Rings: Seek Woman Accomplice in Washington Bureau." Such are a few of the head-lines over columns of news stories frequently played up on the front pages of city dailies. They take on the color of sporting events. Attempts to enforce the Volstead prohibition law appear as an exciting chase of bootleggers, wholesale and retail; attempts to prosecute alleged "rings" of "higher-up" men appear either as a "gigantic booze plot uncovered" or as fascinating detective stories of hunt-the-outlaw.

A crazed New York broker, who feared that "gunmen" would get him, is reported to be the chief informer concerning a one-to-three-million-dollar New York - Louisville - Chicago whisky ring, whose operations are the subject of inquiry by a grand jury in Chicago. "Sadler's breakdown was dramatic," we read in the Chicago correspondence to the New York *Tribune*. "He called District Attorney Clyne over the telephone. 'This is Sadler,' came a shaky voice from the other end of the wire. 'For God's sake, send some of your men out here. My life won't be worth a nickel if they don't get here in a hurry.' Detectives found Sadler in a pitiable condition. The man was trembling with terror and obviously on the verge of a complete mental and physical collapse." Congressmen, State politicians, police officers, revenue agents, and enforcement officials are said to be implicated, and premature publication of the *exposé* caused important witnesses to disappear.

"Mystery descends with night upon the Detroit River where it separates Detroit, Mich., from Windsor, Ont., on its course from Lake St. Clair to Lake Erie," we read in the Kansas City *Star;* "strange lights flit over its surface. There is the sound of men's voices, low pitched. Comes the ugly cough of a motor-launch. It is stilled and a small black shadow marks where it rests on the river. A pencil of light darts out from the Canadian shore. It touches the water. It moves nervously about till it picks up the launch, and then disappears. The sharp staccato explosions start again as the launch gets under way and moves toward shore. Once more the light flashes, but it is only for a second, and is gone. Dim figures may be seen stealing cautiously from behind bushes and tree-trunks down to the river's edge. Few words are spoken. 'Is it all right?' some one on the launch cautiously inquires. 'All clear,' comes back the answer." And so the story, evidently rewritten from the Detroit *News*, goes on to the extent of two columns, estimating net profits of $100,000,000 to smuggling organizations who "keep the alcoholic deluge flowing across the Canadian line."

"Traffic in contraband liquor has become so flagrant and voluminous in this city," reports the New York *Times*, "that leaders of the bands of criminals who supply the saloons and speak-easies have established a curb market within a few blocks of Police Headquarters for the disposal of their wares." It was from this "curb market" that the New York *World* says Federal enforcement officials trailed and seized a motor-hearse containing ten cases of "grain alcohol used to manufacture the well-known hootch called 'liquid hell and damnation.'" Steps have been taken to break up the "curb-market" dealings in fraudulent permits for removal of whisky in bond, by changing the regulations; the prohibition commissioner is said to have a force of only 200 officials for New York State. Superintendent Anderson, of the Anti-Saloon League, has called upon Governor Smith to remove Mayor Hylan for neglect of duty to enforce the liquor law; as an invited guest caught at a "wet" dinner, the Mayor is the object of considerable press commiseration.



Protected by George Matthew Adams.

BY JING, THE OLD CEILING LEAKS!

—Morris for the George Matthew Adams Service.

Search of ships for smuggled liquor at Atlantic ports gives rise to lurid accounts of armed inspectors and threats of confiscating foreign vessels, followed by official denials. Alleged conflict between rules of the State Department and the Treasury Department regarding the inspection of diplomats' baggage by customs officials furnishes another lively story of booze-hunting complications.

The editorial opportunity to discredit prohibition is seized by numerous papers. "Spigot prohibition" and a "carnival of absurdity" is the New York City situation, according to *The Times*. The Philadelphia *Evening Bulletin* believes that the Volstead Act "can not be enforced in its entirety, even if the military power of the Federal Government were to be put behind it, so long as there shall exist the present division of popular sentiment throughout the country." The Washington *Post* enlarges upon the lasting appetite for liquor and the caterers who will always be found: "Off the Atlantic coast bootleggers in camouflaged boats are running the blockade between Cuba, the Bahama Islands, and the vast wilderness of the Florida everglades and keys, bringing to the American mainland large supplies of the forbidden fluid, effecting a quick landing of the contraband goods, and making a rapid getaway. It is a thrilling life and, when successful, it brings rich rewards." The Indianapolis *News* concludes that the "prohibition law has so far affected only the casual drinker and the financially poor drinker. Some classes of habitual drinkers will probably be able to evade any prohibition law. There is a large group that apparently regards the Volstead Act as only an expensive inconvenience. The present situation is a significant illustration of the persistence of a custom in defiance of law."

On the other hand, there are strong advocates of enforcement. The Atlanta *Constitution* approves chain-gang sentences by the courts instead of fines:

> "So long as men are enabled to reap enormous profits from the manufacture and sale of inhibited intoxicants, and to buy their way to freedom by the payment of small fines should they happen to be caught, the problem never will be solved.
>
> "The way to put an end to the illicit manufacture and sale of liquor is to make it unpopular; and certainly the chain-gang for convicted violators would do that."

Federal Judge Mayer, of New York, we note, announces that prison sentences will be hereafter imposed in liquor cases.

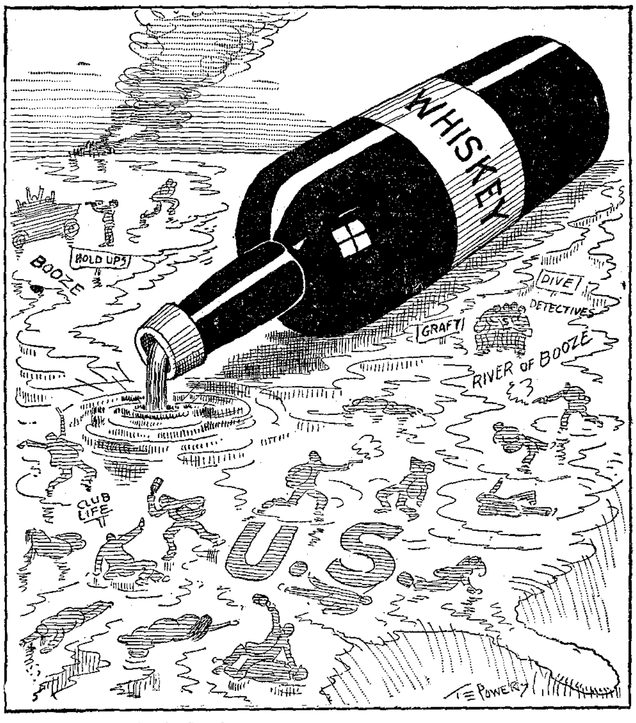
In Chicago *The Daily News* reviews the "startling police demoralization," bribery, and blackmail, developed along with systematic violation of the liquor laws, and insists—

> "Police discipline must be restored. Laws must be enforced. And in justice not only to the citizens but to the honest and faithful members of the police force, the crooks in uniform as well as those who corrupted them must be exposed and adequately punished."

"Whatever the truth may be as to the largest cities," says the New York *Evening Post*, "it is a fact that in the small and medium-sized places, especially in those where there are also local or State prohibitions of the liquor traffic, both drinking and drunkenness have been greatly reduced."

The inside story of the illicit whisky traffic now being told will astound and enrage the country, thinks the Philadelphia *Evening Public Ledger*:

> "Revelations such as are being made every day at the liquor hearings will inevitably turn general opinion violently against the groups which have flouted governmental authority and sought to make shameful use of the police, the courts, and even elected representatives in Congress. They are not only putting whisky out of existence; they have already made any revision of the dry laws almost impossible."



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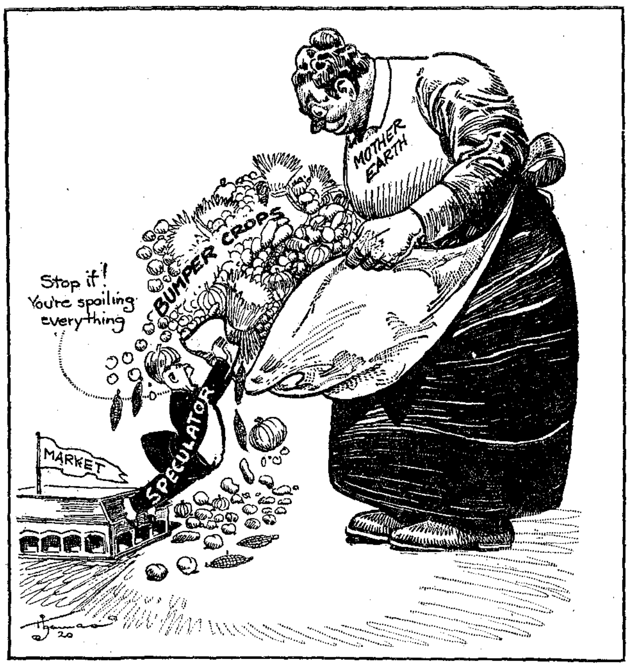
"NON-EMPTYABLE" BOTTLE.

—Powers in the New York *Evening Journal*.

DARK SIDE OF LOW FARM PRICES

"IT MAY BE FUN FOR YOU" when falling prices for grain and cotton bring cheaper bread and clothes, say the farmers to the consuming public, "but it means ruin for us." The decline in the prices of wheat, wool, cotton, and live stock has, as the Washington *Post* notes, "given to the masses of the American people the hope of relief from high living costs under which they have been struggling for the last six years. But this drop is received as the forerunner of disaster by the farmer, the live-stock producer, and the cotton- and wool-growers." So deep is the indignation among farmers that representatives of various agricultural associations have met at Washington to demand a greater extension of credits to enable them to hold their crops long enough to check the downward rush of prices. The National Wheat Growers' Association is pledging its members to hold wheat till the price reaches $3 a bushel. In the South determination to hold cotton has been stimulated by sporadic cases of "night riding" and cotton-gin burning. Such violence is deprecated by the Southern papers and is being stamped out by the State authorities, but the press, public officials, and farm organizations of the cotton States unite in a call for more extensive credits and for a policy of systematic withholding of the cotton crop from immediate sale. A drastic means of preventing the recurrence of the present situation is advocated by the Georgia Commissioner of Agriculture, who suggests that the fourteen cotton States put on a police quarantine next year prohibiting the planting of a single acre of cotton—"that the quarantine be established for the extermination of the boll-weevil, which would be accomplished by this method, and we could get as much for the 1922 crop as for the two combined." At one of the Washington meetings Senator E. D. Smith, of South Carolina, shouted:



SHE DOESN'T KNOW MUCH ABOUT BUSINESS.
—Thomas in the Detroit *News*.

> "Let's say to the Federal Reserve Board that 40-cent cotton and $3 wheat are our prices, and if we don't get them we will try to get those in office who will loosen up, and failing that, we, ourselves, will not loosen up on a bushel of wheat, a pound of cotton, or a pound of beef until you change your policy."

A moderate and carefully phrased statement of the farmers' plight was made by Secretary of Agriculture Meredith at the Bankers' Convention in Washington last week. He said in part:

> "In the spring of 1920 when the farmers were planning their operations for the coming season they were confronted with a very difficult situation. There was a shortage of farm labor estimated at 33 per cent.; the cost of everything the farmers had to buy was exceedingly high, and there was uncertainty as to the future prices of farm products. All these things added to the hazard of the undertaking, but, nevertheless, farmers did not hesitate; they realized the responsibility resting upon them. To meet the food requirements of the nation, and in spite of all the difficulties, they have succeeded in producing one of the largest harvests in the history of the country.
>
> "The cost of producing the crops which are now being marketed was greater than ever before, and yet the farmers are confronted with the necessity of selling them on a falling market. High prices ruled while they were bearing the expense of production, but prices began to fall when the crops had about matured and were ready to harvest.
>
> "Taking all crops grown in the United States, the relative prices on March 1 were 22 per cent. higher than on the same date last year; on April 1 they were 23 per cent. higher; on May 1, 23 per cent.; on June 1, 24 per cent.; on July 1, 21 per cent.; on August 1 they were the same as on August 1 a year ago; September 1 they were 8 per cent. lower than a year ago, and on October 1, 10 per cent. lower.
>
> "Taking all crops into consideration, from present prices and tendencies, the farmers of the United States are facing a shrinkage of prices, as compared with last year, aggregating more than $2,500,000,000, nearly 17 per cent.
>
> "Under existing conditions farmers have no assurance of receiving adequate prices for their products. . . . The American people must see to it that farmers secure credit sufficient for their needs. Only thus can they continue to supply the nation's demand for food."

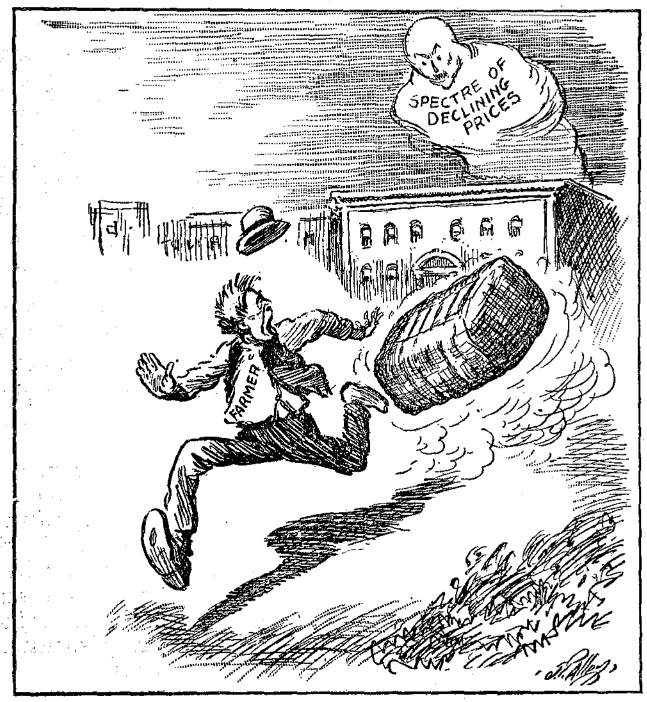
The demand for more extensive credits was the most conspicuous feature of the recent meeting of the farm organizations of the country in the national capital. The Secretary of the Treasury and the Federal Reserve Board were told by the delegates that efforts of deflation had begun with the farmer, that the banks were being influenced against lending to farmers, and that the War Finance Corporation or similar organization should be revived to finance exportation of cotton. Secretary Houston told a delegation calling for financial relief that to borrow money from the Government "would probably create the very opposite of the condition you seek to create." He told them of his hope that the banks of the country would continue to aid them in the "gradual and orderly marketing" of their commodities, and said further, as quoted in the press:

> "Much has been said about contraction of credits. There has not been a contraction of credits, but, on the other hand, an expansion of credits.
>
> "I think the banks, as evidenced by the figures, are endeavoring to do what they can.
>
> "I think there is a difference between an effort to market commodities gradually and an effort to hold them back from the market until a previously fixt price is reached."

In a statement given to the press the Federal Reserve Board denies that credits had been withheld in agricultural sections, and says that the Board is advised by officials of the Reserve Banks "that credit has been steadily available for the successive seasonal requirements of agriculture as well as for the needs of commerce and industry, and that there is no ground for expecting that its availability for these purposes will not continue." During the first nine months of the present year, continues the statement,

> "The twelve Federal Reserve Banks have increased their holdings of agricultural and commercial paper by more than $500,000,000, and from January 23 to October 1, 1920, increased their issues of Federal Reserve notes by over $460,000,000. At the same time, Federal Reserve Banks having surplus funds have extended accommodation to Federal Reserve Banks in agricultural and live-stock districts by means of discounts, aggregating, on October 1, over $225,000,000."

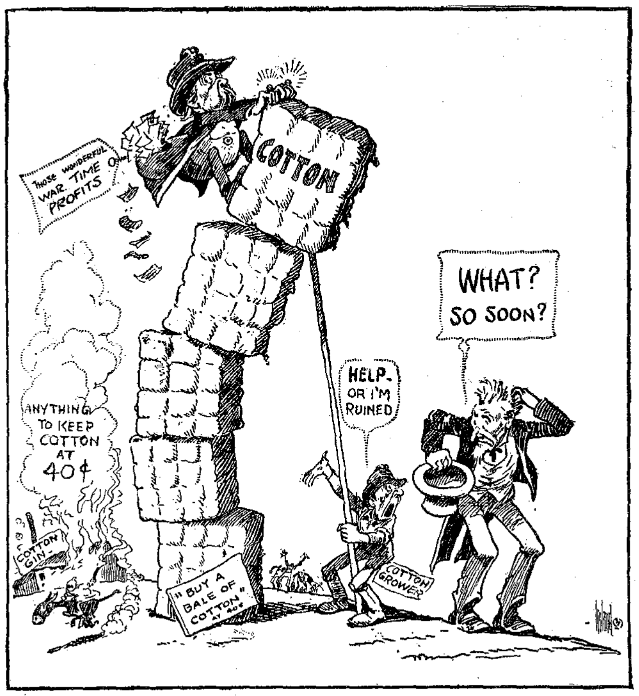
The daily press, particularly in financial centers, thoroughly approve the stand taken by our financial authorities at Washington. "Class banking is at an end in this country," the New



DON'T DROP YOUR COTTON!

"He cain't hurt you, but he kin make you hurt yo'se'f!"

—Alley in the Memphis *Commercial Appeal.*


THOSE WONDERFUL WAR TIME PROFITS
COTTON
WHAT? SO SOON?
HELP. OR I'M RUINED
ANYTHING TO KEEP COTTON AT 40¢
COTTON GIN
BUY A BALE OF COTTON
COTTON GROWER

WE CONSUMERS OF COTTON DON'T UNDERSTAND IT.

—Ireland in the Columbus *Dispatch.*

THE COTTON CRISIS—AS SEEN BY PRODUCER AND CONSUMER.

York *World* sternly admonishes the farmers; and if agriculture has not learned the lesson until now "it is better late than never." Possibly in time, the Boston *News Bureau* remarks, "the Reserve authorities may see their way to lower rates somewhat all around. But to make exception for class reason would obviously, apart from all other objections, open the deluge gates of protest and importunity." And in one of the chief cotton States the Columbia (S. C.) *Record* thus indorses the attitude of official Washington:

"Mr. Houston, now Secretary of the Treasury, is both in the right church and the right pew, as the vista is disclosed at this end of the trail. The Treasury is not going to call on the already overtaxed citizens of the United States to loan it more billions so that it can let the cotton, wheat, rye, corn, potato, peanut, cabbage, or turnipgreen growers hold their products off the market until they force the consumers of the nation to pay fictitious prices for the same."

A carefully prepared answer to the contentions of the farmers' associations is made by the New York *Evening Post,* which makes its own conclusions after summing up what has happened, "not during the war, but since the armistice":

"Cotton sold at 25 cents a pound in the early weeks of 1919; it was put up to 43¾ cents last July, in the face of estimates of the largest yield this season since 1914, of an extremely rapid decrease in buying for home and foreign spinners, and of an unwieldy supply held over from the crop of 1919. The price has fallen (largely because of liquidation of those 'old-crop' holdings) to 23 cents this week. The cotton growers' associations have openly avowed the purpose, if they get the chance, of forcing it back to 40 cents.

"The average price received by the farmer for his wheat in November, 1918, the armistice month, was reported by the Department of Agriculture at $2.095 per bushel. It was $2.58⅓ last June, and sales at New York have been made, early this year, at $3.50. Termination of the Government's wartime guaranty of $2.26 per bushel at Chicago reestablished a free market for wheat last July; the price for future delivery has since fallen to $2. The contention of the farmer associations is that if credit were freely granted for the purpose, the price can be and ought to be put back to $3 or $3.50; this with a large increase of the harvest of western Europe, with an American wheat crop close to the highest prewar yield, and with much the largest corn crop in the history of the country.

"We are told, however, that the cost of materials and farm labor has made the present price unremunerative. No one can ever answer such a contention in an individual case and without particulars. But the rise in labor and materials will hardly have exceeded 100 per cent. as compared with prewar years. The estimate of the Agricultural Department, already referred to, shows that whereas the average price for wheat received by farmers on October 1 of 1911, 1912, and 1913 was 83¼ cents per bushel, the average price in October, 1920, was $2.14⅙, and that whereas the average farmers' price of cotton at the same date in the three prewar years was 11½ cents a pound, its price on the first of the present month was 25½ cents. . . . . .

"The Federal Reserve Board and the banks are now extending all proper facilities for marketing the crops. To ask them for deliberate assistance in calling back the speculators and forestallers, with a view to compelling consumers to pay again the wholly artificial prices of last spring, and to do so in this hour of strain on credit, is to ask them to surrender their place as intelligent financiers."

On the other hand, there are dailies which believe the farmer has a just grievance. Farmers, says the Richmond *Times Dispatch,* for instance, "do not expect and do not want war-time prices, but they do expect and should have that measure of protection which will keep them from ruin, and if normal credit is being withheld, a way should be found to force its extension to it." To a representative farm journal like *The Oregon Farmer* (Portland), "it seems that the Government's credit policy, as outlined by Secretary Houston, however well intended, can have only a detrimental effect upon the great farm industry of the nation and, therefore, a detrimental effect upon all the American people." Farmers, declares *Wallaces' Farmer* (Des Moines), "are getting tired of the system which assigns to them the task of production and arrogates to others the right to fix prices through control of the credit machinery of the country. If that system is continued we will have serious trouble after a while."

Yet *The National Stockman and Farmer* (Pittsburgh) warns farmers that all their resistance to lower prices is likely to be futile. Prices of agricultural staples, it says, can not "be kept from falling if the current conditions of trade warrant that tendency, any more than they can be kept from rising when current conditions warranted that." Farmers must accept this situation just as labor must accept lower wages, for "neither organized agriculture, nor organized business, nor organized labor can prevent the inevitable."

Dispatches to the New York papers from Atlanta and other Southern cities have contained spectacular descriptions of the burning of barns and cotton-gins, of the exploits of "night-riders," and of the posting of anonymous threats in order to keep farmers from selling at present prices, until, one writer remarks, it would seem that the slogan "burn a bale" had replaced the "buy a bale" of a few years ago. Governors of the States in which cotton has been destroyed have issued proclamations for the enforcement of the law against disturbers. Southern editors protest that the stories of night-riding activities have been exaggerated for Northern consumption, yet they do not ignore the dangers of the situation. Important dailies like the Norfolk *Virginian-Pilot*, Atlanta *Constitution*, Atlanta *Journal*, Charlotte *Observer*, Montgomery *Advertiser*, Birmingham *Age Herald*, and Memphis *Commercial Appeal* tell their readers that, in the words of the Houston *Post*, "resorting to mob law by scattered bodies of producers will not affect the price of cotton and can only bring discredit to the cotton-growers." Reports of the prevalence of arson, they observe, will make it difficult for farmers to get insurance, and are likely to make bankers chary of loaning money on cotton stocks or crops. These papers also point out that the world really needs every pound of cotton grown this year, and that the present price situation must eventually respond to an increasing demand, especially abroad. They advise cotton farmers to sell a portion of their crops for present needs while holding the most of it for a better market later.

In a Memphis dispatch to the financial page of the New York *Evening Post*, we read that the cotton price now prevailing "will not pay the actual cost of picking, ginning, and marketing for the low grades," therefore these grades will be to a great extent left unpicked. The banks in the South "are now encouraging acceptance of ruling prices for enough of the crop to enable accounts to be met and the pressure to be relieved, at the same time advising that it be done gradually," and the *Post's* Memphis correspondent goes on to interpret opinion in the cotton States:

> "As usual, there are charges of conspiracies, unfair methods, and speculative domination, while politics is given credit for much of the success of the bear party. But the best thought in business circles freely admits that world economic conditions are chiefly responsible. The outbursts of veiled threats, directed chiefly at ginners, and some sporadic instances of incendiarism, have not been regarded seriously, tho given great and undue prominence by the press, because they came from irresponsible people, the lowest strata of the producing sections."

TOPICS IN BRIEF

The career of the profiteer: overcharges; under charges.—*Manila Bulletin.*

It is hard to tell whether the war bled Italy white or red.—*Charleston Gazette.*

It looks as if woman's sphere is going to be the entire globe.—*Salt Lake City Citizen.*

The two major parties enter the home stretch a League apart.—*Norfolk Virginian-Pilot.*

About the only thing that will make gasoline drop is a leaky tank.—*Nashville Tennessean.*

Only one thing in this country is dry, and that is the Presidential campaign.—*Philadelphia Public Ledger.*

Another trouble about the growth of the country is that it inevitably means more Congressmen.—*Nashville Banner.*

Before taking the teeth out of the League of Nations, the Senate was thoughtful enough to give it gas.—*New York World.*

Patience, Europe. We can't bother with these little world-problems until we decide who is to get the office.—*Greenville (S. C.) News.*

If Mr. Bryan had said as little in other campaigns as in this, he might now be a member of the ex-Presidents' Club.—*New York World.*

Those lower prices must be coming through Mr. Burleson's justly celebrated postal service.—*Omaha Bee.*

If you've got to use a hammer, build a house.—*Columbus Citizen.*

Five hundred million dollars is taken from the American public yearly by salesmen of worthless securities. Barnum was right.—*Buffalo News.*

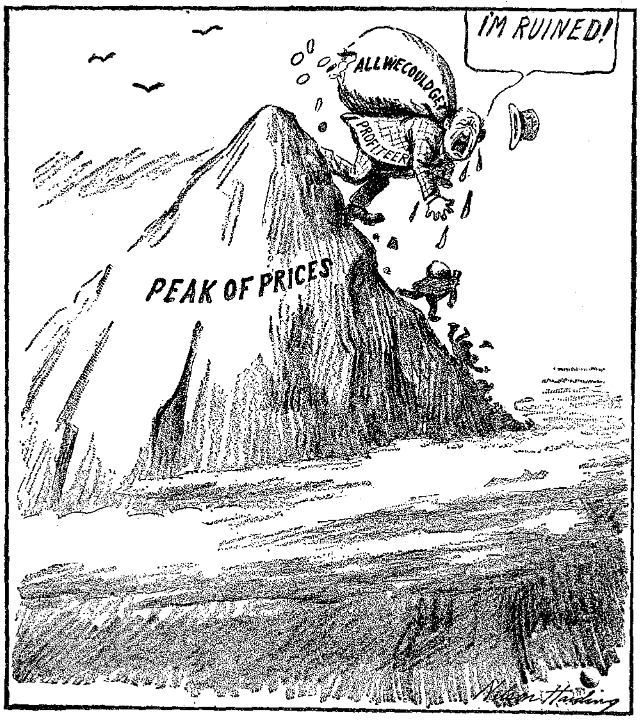
Our observation is that those who are pitying the Armenians are not those who have bought rugs from them.—*Philadelphia Public Ledger.*

There are two distinct opinions of profiteers. One is held by the profiteers themselves and the other is held by everybody else.—*New York Evening Mail.*

Coolidge says he hasn't bought any shoes in two years. Neither have we. But we have bought things that looked like shoes.—*Associated Editors (Chicago).*

The campaign has gone far enough for any one to see that the League of Nations is a peaceful, warlike, beneficent, dangerous, practical, and visionary affair.—*Boston Shoe and Leather Reporter.*

A New York paper tells of a group of tenants who banded together and bought their apartment building. Lots of other tenants have paid for apartment buildings but never got the deeds to them.—*Nashville Southern Lumberman.*



"OVER THE HILL TO THE POORHOUSE."
—Harding in the Brooklyn *Eagle*.

They got all our money and then lowered the prices.—*Salt Lake City Citizen.*

The British ship of state is encountering adverse Gaels.—*Norfolk Virginian-Pilot.*

A "Red" sunset in Russia would be a promising weather forecast.—*Wall Street Journal.*

What the West needs is more reclamation and less declamation.—*Pasadena Star-News.*

Those Italian workers who seized a railroad and started to run it have given it back.—*Detroit News.*

We shall soon be privileged to elect a President, and some day we may be permitted to select one.—*Brooklyn Eagle.*

In these queer days you can't tell whether a hand reaching for a hip pocket is a threat or a promise.—*Baltimore Sun.*

If the Hague Tribunal be given teeth, let us hope wisdom-teeth will be provided as well as canines.—*Greenville (S. C.) Piedmont.*

One has to admit that the New York Police Department has the most magnificent collection of clues in existence.—*New York World.*

The Shipping Board had better reinspect the riveting those ball-players did while they were at work in the shipyards.—*New York World.*

Very frequently a fight for the right degenerates into a quarrel for what is left.—*Greenville (S. C.) News.*

Descending prices, like falling stars, always seem to fall in some other place.—*Brooklyn Eagle.*

We look for the question to come up almost any time now as to whether it is proper for a Democrat to marry a Republican.—*Tulsa Tribune.*

Would Mr. Harding indorse the battle-cry of the six hundred: "Half a league, half a league, half a league onward!"—*Springfield Republican.*

Balls made from newspapers and soaked in kerosene are said to be a substitute for coal. Now is the time to subscribe.—*Colorado Springs Telegraph.*

Liquor, smuggled from Mexico, is selling for $45 a quart in Texas oil-fields. This explains why it was necessary to sell so much oil stock.—*Columbus Citizen.*

Sometimes it appears that nothing has gone down except what you are trying to sell or else that everything has gone down except what you are trying to buy.—*Nashville Southern Lumberman.*

Campaign orators seldom accept invitations to ride with the engineer like the candidates do. It is presumed that the orators don't like to get that close to an air-brake.—*Detroit News.*

A LETTER FROM MR. HERBERT HOOVER

American Relief Administration
HERBERT HOOVER, Chairman
CONTROLLING THE OPERATIONS OF
THE EUROPEAN CHILDREN'S FUND
THE AMERICAN RELIEF ADMINISTRATION WAREHOUSES

October 19, 1920.

To the Publishers,
"The Literary Digest,"
New York City.

Gentlemen:

In our several discussions of last summer, I urged you to make an independent investigation of the whole problem of American charitable relief in Europe, and of the work then carried on by my colleagues and myself in support, direct and indirect, of more than 3,500,000 waif, undernourished and orphaned children.

Now that your treasurer has returned from Europe, I venture again to bring the matter to your attention.

As the representative of the United States Government, and with a liberal appropriation from Congress, I administered measures of economic relief to Europe from soon after the Armistice until the summer of 1919, when our governmental intervention ceased. As one of the measures inaugurated during that first winter, we cared for some 6,000,000 waif, undernourished, sick, and orphaned children. Conditions were improved early in the year of 1920, but there still remained more than 3,500,000 children so pitiably in need that America could not desert them. In every country in the areas of destitution we have developed Local Committees, aggregating over one hundred thousand volunteers, to carry on the work of distribution, while local charity, municipalities, and their governments provide not only all local expenditure, but also such local supplies as are available. My colleagues and myself had hoped to return to our own personal avocations, but could not conscientiously do so. With remainders of various funds, and with the help of contributions from racial organizations in this country, in addition to cooperation with the Jewish Joint Distribution Committee, and later with the Friends' Service Committee (Quakers), who went into Germany, we organized on a voluntary basis the administration and distribution of child care in the most distressed areas. In this, the Y. W. C. A. provided an efficient and devoted group of young women. During this period, happily, the Red Cross and other organizations carried medical and general attention to some additional 100,000 children. That there have been few deaths from starvation and cold among the children has been due solely to American charity and American backing.

We now face the third winter, and although it has been possible with recuperation of last harvest to retire from some countries, leaving their children in the care of capable committees which we organized and trained, yet other areas are in even worse condition, and some 3,500,000 children again call to the heart and resources of America for those daily supplies of milk, fats, clothing, that are not available in their own countries and that are vital to their survival and to the rebuilding of their physical well-being.

Our resources will be exhausted in January.

We have asked other American organizations to lift the further responsibility of this work from our shoulders, but so far none of them has felt able to assume the gigantic task. We must not step aside and permit the specter of death, in the form of hunger and cold, to haunt these helpless ones this winter, yet we cannot continue without help. No one knows better than I do the many home burdens of our own people, but I believe that we can care for our own and still protect these forlorn victims of war. Upon their development will depend much of Europe's stability in the next generation, and it is for us to say whether they are to survive or to be left to die or become unfit for a useful part in the future. This is a charge upon the American heart, and America cannot fail in her solicitude for these little ones.

Twenty-three million dollars must be raised without delay, and remembering the new heart you put into the Commission for relief in Belgium in the dark hours of 1916, I come to you again. Yours faithfully,

HH.AK

HERBERT HOOVER.

Our reply to Mr. Hoover appears on the page opposite

THE SLAUGHTER OF THE INNOCENTS

WHEN JESUS CHRIST came upon the earth, nearly two thousand years ago, to save all mankind, his mere coming seemed to interfere with the material interests of a few people of that period, notably King Herod, who promptly decided to dispose of this "interloper," and sent forth his soldiers with orders to slay all the children of two years old and under. Thus was consummated the most atrocious crime against innocent childhood ever committed up to that time. It has come down to us through all the ages in song and story, and master painters have pictured it on marvelous canvases.

To-day passing in review, as we look out through the windows of our comfortable homes in this great and happy land, are three and a half millions of helpless children, the innocent victims of the greatest war that has ever afflicted humanity. It matters not, as we gaze in the direction of these children, that our eyes must stretch across three thousand miles of ocean, we still can see them and we still can hear them, if we wish to do so; and we can not help hearing the tragic appeal in their voices and seeing their tiny arms stretched out to us, and their searching eyes looking into our souls, as they say, "Help us, or we perish." And if we fail to listen to this great call of three and a half millions of God's helpless children; if we close our eyes and ears to this great demand of duty, we will be just as guilty of the "slaughter of the innocents" as was Herod, nearly two thousand years ago.

In these lands, swept by death and filled with tragedies too deep for tears, a sum of human suffering is being written greater perhaps than for all ages gone by. The mind grows numb and the heart sick from a constant recital of tales of such tragedy as it is difficult to believe the twentieth century could hold.

And so, when we received the letter from Mr. Hoover printed on the opposite page, telling us that America must not allow hunger and cold to return to this mass of 3,500,000 helpless children our soul was stirred and the hot blood surged up in our heart. We felt it was our imperative duty to use all the power God has given us to aid this noble-hearted American in continuing the work of saving human lives to which he has devoted unsparingly, and at great personal sacrifice, his tremendous energy and administrative genius during the past six years, in which time he and his American colleagues have administered two billions of dollars of relief funds from all parts of the world with a total overhead expense of only three-eighths of one per cent., without any remuneration to the American directors. Now he asks us all to help save the children who are in imminent danger of starvation this coming winter.

There they are, in the midst of wrecked homes, and farms, and factories; in cities crowded with masses of refugees without sustaining food for children, through the destruction of live stock; seeds for planting, raw materials, tools, and machinery gone; great areas with everything burned, or looted, or smashed; vast unemployment for workers; no means of subsistence; a land of economic ruin, of mutilated life, and lingering death; and in the midst of it all—the little children.

In long lines they are waiting at the American food-kitchens. Will the food be there for them? Will they be turned away? There are no happy, healthy faces in those long lines—not one. You have seen rags and barefooted children, but never so many little boys and girls literally drest in tatters. Soon it will be very cold, and for those bare little feet and legs and arms there is nothing at home to put on.

Hollow faces and shrunken bodies are so common that their real condition does not become evident until we inquire more closely, and then we find that most of them are from one to five years back in their growth. Children of eight years old have not reached the normal size of two and a half. They are just learning to stand alone. Others almost as old can not yet stand on their feet. Their arms, and legs, and spines, and chests are twisted and warped. The flesh and skin are shriveled on their bones. It is surprizing that life can still exist there. If they can have food they will gradually regain their health and strength, but with most of them it is a question of now or never. Starvation and tuberculosis will not wait.

In Poland alone a million five hundred thousand such children must be cared for. In Latvia and Esthonia the people are living mostly on a diet made from potato-flour, oat-flour, and sawdust. In Czecho-Slovakia, in Hungary, in Austria, and in other countries of central and southeastern Europe, two millions more are in dire need of food; and who stops to ask regarding creed, or race, or nationality when a little child is starving? Children are just children the world over, and the great American heart is big enough to care for them all.

But the appeal now is not for all. The three and a half millions of children in immediate danger of starvation, if this organization fails, who *must* have food at once, are only a fraction of the total number. The hungry children of those destitute countries have been examined by competent physicians, and only those whose wasted little bodies are reduced to the minimum weight, and whose endurance of hunger has reached the end which merges into actual starvation, are admitted to the American kitchens and given *one meal a day.* It is hard to turn away thousands of hungry boys and girls—to hear them ask, pleadingly, "Do I weigh too much?" "Am I not thin enough?" "Can't I come any more?" But this restricting of food to the extreme cases is compulsory, because there isn't enough for all.

And these neediest ones can not reach the kitchens through the cold winds and the snow barefooted and in the pitiful rags which form only a partial covering for their bodies. They must have clothes. Each outfit consists of one pair of warm woolen stockings, one pair of boots, and a little overcoat. This one meal a day, and these boots, stockings, and little coats can be supplied *only if we give them.* If we do not, the slaughter of the innocents by cold and starvation will be appalling.

Among the more than two million men and women who will read this page there is not one—there can not be a single one—whose heart will not respond gladly and eagerly to the challenge of this great need. We are asked, *you* with us, to cooperate with Mr. Hoover in raising twenty-three million dollars to feed and clothe these children and save them from death this winter. It can be done. It shall be done! THE LITERARY DIGEST knows its readers and the deep earnestness, the quick sympathy, the great-hearted generosity they always show when any real human need calls to them. You have never been called upon in vain. We are counting on you now with a great confidence. We know, also, how truly you represent the American spirit, which beats in the hearts of a hundred and three millions more in this big land of plenty, a spirit which leaps ready at every such call, and is never weary in well-doing. We are not a hermit nation, isolated from the world, when suffering and want cry out to us from anywhere under the sun. A great, a beautiful, and heart-sustaining hope supports these stricken people—*America will come to their relief.* For in the far places of the earth, where famine stalks, one name and one alone is synonymous with rescue and hope—and that name is America.

The small individual unit of ten dollars will provide the coat and boots and stockings and one meal a day for one child this winter. We urge our readers—we urge *every one* whose eyes are on these words—to give quickly as many of these units as possible, **to buy for themselves that precious and priceless thing, the life of a little child**—as many of them as they can, and every one will be a shining star in an eternal crown. It was the Divine Lover of little children, who came to earth as a little child, and who reigns now as the King of Glory, who said, "Inasmuch as ye have done it unto one of the least of these, ye have done it unto me." He does not forget, nor fail to reward.

So deeply do we ourselves feel the urgency of this great need, knowing all the facts, that we should feel a heavy burden of guilt if we did not go beyond anything we have felt possible heretofore in order to save these innocent children from suffering and death. Therefore, THE LITERARY DIGEST will start this fund with the sum of $25,000 to feed and clothe twenty-five hundred little boys and girls this winter. What an inspiration it will be to all of us—what an inspiration *and example* to many thousands who may be uncertain how much to give—if in the very first week there shall be a great shower of checks for $1,000, for $5,000, for $10,000, as well as a deluge of smaller amounts, to send the fund rolling on toward the necessary twenty-three millions. Let us all see again what the father's heart is like in this great rich land of America. Let us have again a wondrous revelation of the heart of American motherhood. Let us have a great outpouring of love and helpfulness in the name of him who said "Feed my lambs!"

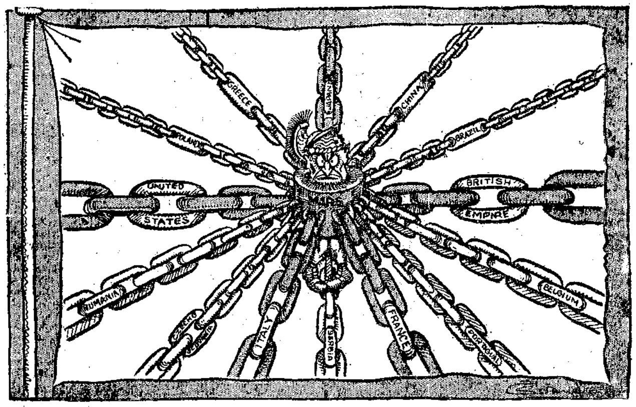
Make all checks payable to "The Literary Digest Child-Feeding Fund," and mail them direct to THE LITERARY DIGEST. Every remittance will be acknowledged, and THE LITERARY DIGEST will be responsible for every dollar contributed, to see that it goes, without one penny deducted, to the purpose for which it is given. Address Child-Feeding, THE LITERARY DIGEST, 354–360 Fourth Avenue, New York.

FOREIGN - COMMENT

ALL THE WORLD WATCHING THE AMERICAN ELECTION

NEVER BEFORE has an American election been fraught with so much meaning to the rest of the world, to judge from the anxiety evident in the comment of the foreign press. In fact, this became so evident as the campaign went on that we sent out an inquiry to the press abroad asking their views on our political struggle for the benefit of our readers. The replies range from a tone of ardent hope that whether the next President be Mr. Harding or Mr. Cox, his election will clear away the after-mists of war which have risen from the Peace Treaty and the League of Nations, through degrees of distrust and cynicism to utter dismay that the United States, which was capable and courageous enough to help win the war, seems to lack the intelligence to realize she must also help win the peace. A writer in the London *Review of Reviews* goes so far as to say that the election of a new President of the United States "is of greater importance to the wasted countries of Europe than to America herself, because for the New World it is merely a question of rival candidates and rival parties, but for the rest of the world the issue is future existence." Less gloomy as an indication of the wide-spread comment on the campaign is the report by an American correspondent in London of a conversation between two Covent Garden market-men, who evidently consider the Presidency a life job:

> "Ho, Bill," said one. "They're all excited in America."
> "Yes? Why?"
> "President Wilson is so sick that they have got to get another President."



A SUGGESTED DESIGN FOR THE LEAGUE OF NATIONS FLAG.
—*Daily Express* (London).

In some countries, notably Italy and Poland, Greece and Czecho-Slovakia, domestic problems of the past few months have been so overwhelming as to absorb completely the attention of their newspapers. Nevertheless, we have a mass of opinion here from more than a dozen countries in Europe and Asia where the American Presidential campaign of 1920 is being recorded for the instruction of future generations of statesmen. Some of these opinions are dismal, as the lament of the eminent Mr. Frederic Harrison in the London *Fortnightly Review* that "no American help in the pacification and restoration of Europe can be expected before March, 1921, and, indeed, little if any, and that very doubtful, during that year at all." To Mr. Harrison this seems "a momentous and disastrous result of the world's high hopes" that America would "carry on" in the making of peace as she did in the making of war. But more sanguine Europeans confidently echo the prediction of Premier Lloyd George in *The Lloyd George Liberal Magazine* that he believes "America will come in after the Presidential election," while some French editors give a Gallic twist to such prophecy by saying that America will "go into any league as long as it's not Wilson's league."

In the English, French, and German press there is a strong feeling that Mr. Harding will be the next President. Among the reasons offered for this confidence are the "unprecedented disfavor" into which Mr. Wilson and his Administration have fallen, and the fact that the people of the country think it is the "turn" of the Republicans to get into office, as the Democrats have had their "share of opportunities and 'spoils' during the past eight years." That so serious a matter as the election of a President should be decided according to the mere wish for change is deplored by some French journals, among them the Paris *Liberté*. In the organ of the "Comité France-Amérique," *France-Etats-Unis*, we find a parallel sketch of the Democratic and Republican candidates as follows:

> "Mr. Harding and Mr. Cox, both attractive and wholly honorable men, who up to now have not played a leading rôle, represent, nevertheless, the average American opinion on all essential matters. Mr. Harding voted for the League of Nations with the reservations of Senator Lodge, and Mr. Cox would accept the ratification of the Treaty in this form. Both seem inclined to favor a more liberal application of the prohibition law. Both are opposed to compulsory military service, but recognize the necessity of some military instruction to youth in schools, which shall be voluntary. Finally, and above all, perhaps, they consider that the hour has struck when the United States should concentrate all its attention on domestic problems, and that the duty of the next President shall be to follow a strictly American policy without, for all that, losing all interest in Europe."

On this point a writer in the *Revue de Paris* (October 1) observes:

> "Between the present foreign policy of the United States and America's foreign policy a year from now there will perhaps be the same breach as between the pacifist neutrality of America in 1916 and its war-enthusiasm from 1917 to 1918. And this because events will show that the policy of isolation is an anachronism. Just as she had to convince the United States that she was fighting a war of freedom, so Europe will know how, perhaps, to convince the United States once more, and this time to the belief that she is working for a peace of freedom. The American people have too much respect for facts, too much inclination toward cooperation and disinterested consideration, that they should find lasting satisfaction in concentrated egoism. They are not of those who encompass themselves with hymns of hate and bask in the consciousness that they are outlawed."

In sharp contrast to the foregoing is the conviction of various German newspapers that America is utterly disgusted with the Peace Treaty and all appurtenances thereof, and looks to Senator Harding to drag it out of the quagmire of international politics into which it was "led by President Wilson." Indeed, to judge from adverse critics of President Wilson, whether they write in England, in France, or in Germany, he could not have attained a higher pinnacle in their dislike if he had deliberately sought such eminence. The Pan-German *Berliner Post* thinks that "beyond doubt the overwhelming majority in the United States is displeased with the Treaty of Versailles and with the policy of the Supreme Council." What is more, "neither the Republican, Democratic, nor any other party group, possibly excepting the pro-English Zionists, are decided on unconditional adherence to the League of Nations as it stands to-day." We are told also with much regret on the part of this observer that "Senator Lodge and William Randolph Hearst, in the time between the Versailles and the Spa conferences, could easily have seized the standard and unleashed a movement which would have given President Wilson's European policy the *coup de grâce*—a merciful knockout." We read then:

"Opposition to President Wilson personally, and above all to the League of Nations and the Versailles Treaty, has largely characterized the campaign. On the relative chances of the candidates it is difficult to express a verdict at this time. Ohio is of great importance for Governor Cox, and the Democrats have a good chance in that State. But, on the other hand, it is generally thought in America that this is a Republican year. The country districts are favorably affected by certain sections of the Republican platform. The Democratic platform is for the maintenance of prohibition. All signs point to the fact that internal questions are the big issues of this Presidential election, and it has become evident that President Wilson, who wished to make the Treaty of Versailles and the League of Nations the decisive issue, has failed."

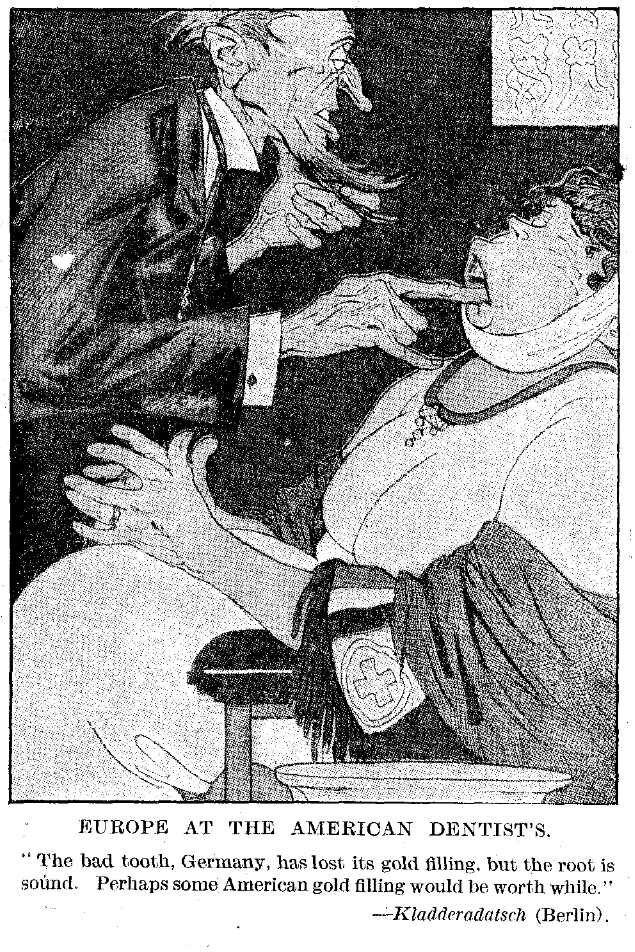
To examine in detail European editorial opinion, as exprest in replies to our inquiry, we begin with—

ENGLAND

The London *Daily Chronicle* considers Governor Cox "a politician whose type and record are remarkably similar to those of his Republican rival, Senator Harding," and it observes:

"The rule of the 'bosses' at American party conventions is much less secure than in the nineteenth century; and this is, in fact, the first occasion since 1892 on which they have imposed their choice upon both party conventions alike.

"The similarity of the candidates will throw into more than usual prominence the points of difference in their 'platforms,' or, as we should say, programs. These points are not overnumerous."

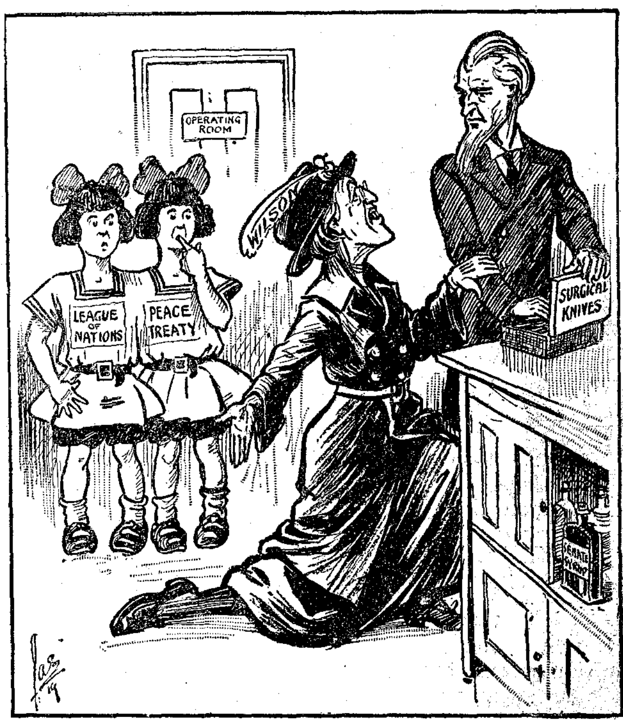


EUROPE AT THE AMERICAN DENTIST'S.

"The bad tooth, Germany, has lost its gold filling, but the root is sound. Perhaps some American gold filling would be worth while."

—*Kladderadatsch* (Berlin).

In *The Fortnightly Review* also, a contributor, who emphasizes the sources of his judgments by confining his sign of authorship to the mere initial "Z," finds "a remarkable unanimity of opinion underlying both Democratic and Republican platforms," and thinks this may be safely regarded as expressing the attitude of the majority of the American people. What the outcome of this policy may be no man can say at this time, and "Z" proceeds:



UNITED THEY STAND, DIVIDED ——?

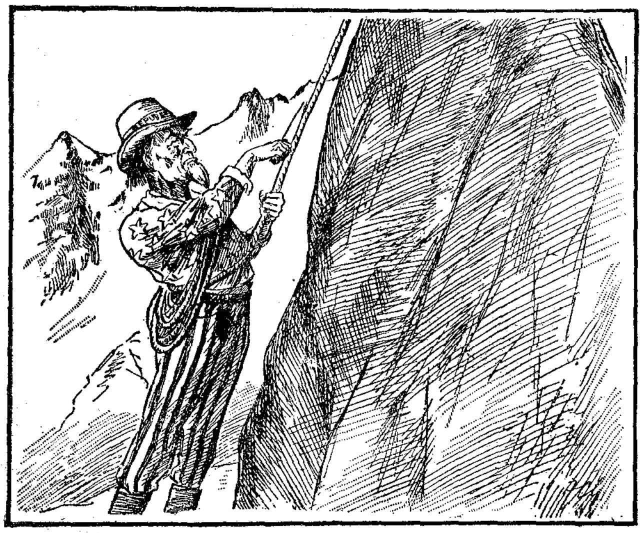
—*The People* (London).

"The United States is still technically at war with Germany. This state of affairs must be ended. The American people favor a League of Nations to end war and bring about disarmament, but in just what form this desire will be presented to the world later on is still to be written. America will make peace with Germany in good time and in her own way. A definite proposition for an international League and for disarmament will also be forthcoming. These things are inevitable, but just how they will come about is outside the realm of reasonably accurate conjecture at the present moment. It now seems possible that no national policy toward a treaty with Germany or a League of Nations will be declared before next winter and even possibly before next March, when it is likely that the newly elected President, whoever he may be, will call an extra session of Congress to dispose of important and pressing unfinished business."

A very influential newspaper in England is *The Yorkshire Post* (Leeds), which admits that the intervention of America in European politics—"one of the most important changes which the war brought about in the current of world history"—has not been without "its regrettable features, at least in the sequel." But the future is still an open book, and "we gather that should Mr. Harding secure election, he is likely to turn the current in a direction favorable to a peaceful and harmonious settlement, with the aid of the United States, of the many international problems still awaiting solution." This daily proceeds:

"While noting these satisfactory aspects of the nomination, we would not insist unduly on the prospect of all working smoothly in the relations between Europe and America, even in the event of Mr. Harding's return. There are influences in American political life strong enough, under the pressure of party and personal interests, to deflect the best intentions even of a man having powers so unique as those wielded by the President of the United States. We have seen these influences at work to frustrate Mr. Wilson, and Mr. Harding seems likely to take warning from his example."

The Presidential election, according to the London *Times*, "will in all probability be fought on domestic issues,

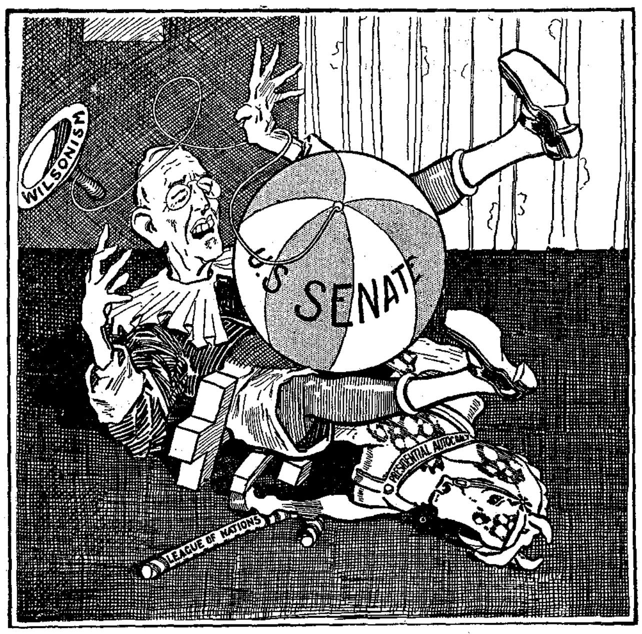


NOT MORTGAGED.

U. S. A. **Republican Party**—"Guess I ain't mortgaged to that old European party on the other side!"—*Westminster Gazette* (London).

and not upon the question of League of Nations or no League of Nations," and it remarks:

> "This may very well be, and yet it is our profound belief that the ultimate issue to be decided by the American people at the polls in November is and must be this: In what temper and to what degree shall they forsake their old aloofness? That they will forsake it is a foregone conclusion. It is as much beyond their power to step back into isolation as it is beyond the power of this country to return to conditions which ended with the nineteenth century. Forces still imperfectly realized have been set loose, which must draw the United States and Great Britain with them, and a blind refusal to recognize the fact will avail nothing. The times call for a courageous acceptance of things as they are, as a first condition of their eventual improvement. We live in a sick world, and we must continue to live in it if we are to set about the business of cure. This it is which gives to the American election an importance far transcending the boundaries of the United States. Its conduct is the affair of the American people alone, but its issue is the concern of all the world. Our interest is perhaps deeper than that of other countries, and the reason for it naturally lies in our common history and in ideals long shared. These together give us the right to await the result with confidence, sure that the deep humanity and sturdy rectitude of judgment which are the heritage of men of English speech will once again prevail."



A LITTLE GAME OF BALL.

—*The Bulletin* (Sydney, Australia).

The choice of Mr. Harding, a "dark-horse" candidate, impresses the Birmingham *Mail*, "as one more proof of the element of incalculability which enters so singularly into American politics, especially in connection with the convention for the choice of a Presidential candidate," and it adds:

> "The party leaders take care, when the convention is likely to be split between two or three strong men, each with the defects of his virtues, to have in reserve some quiet, unobtrusive, respectable figures unpledged to inconvenient doctrines, with open minds on most of the problems which are sure to come up for decision, and in tune with the great body of middle opinion of the party. So when one of these, by the skilful playing off of the non-acceptables, emerges as the choice of the convention, there is generally a very sure judgment behind the 'surprize.' This seems to be the explanation of Mr. Harding's choice."

The Manchester *Guardian* declares that the line "now being taken by the Republican party in the electoral campaign is much more definitely in favor of American isolation than it was three months ago," and it continues:

> "Senator Harding's recent speeches have had a strong anti-League tinge, and his latest utterance is to the effect that he is against the entry of the United States into the system created at Versailles. Meanwhile, the President has provided his Republican opponents with an effective controversial weapon by refusing to take steps for the annulment of the commercial treaties which are affected by the new American Shipping Act. If Mr. Wilson had decided upon action, the Washington Government would have found itself in diplomatic conflict with all the maritime Powers of the world; but the Republican opposition, fully aware of the value of its weapon, ignores this point and attacks the President for his 'un-American' attitude. Senator Harding announces that the time has come for America to take her place as a sea-carrier; she has the ships, the seamen, and the cargoes. The position at present being taken is purely political, for the powerful export interests have been insisting that any attempt to enforce the Shipping Act as it stands would be disastrous to American foreign trade. This matter, together with the question of Japanese immigration, which has become acute on the Pacific coast, is certain of great prominence in the election."

The London *Morning Post* says that Senator Harding "admits without any disguise" that the Republican policy, if he should have the opportunity of giving effect to it, is "America first." According to the traditions of the party, *The Morning Post* points out, that will mean a protective tariff, the fostering and development of American commerce and of the American Merchant Marine, and "the recognition that the first duty of the American President and his Government is to America." On this point this Tory daily observes:

> "With this policy the British public can find no possible quarrel. Commercial rivalry is a condition with which we may lay our account on every side of the world and under whatever

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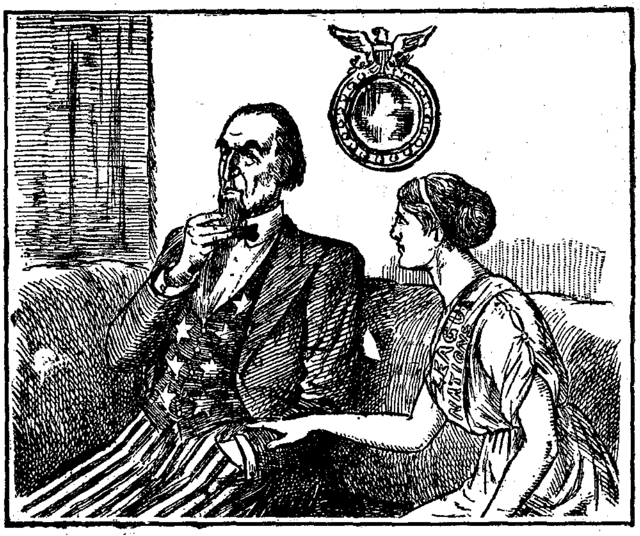


WITH RESERVATIONS.

The League of Nations—"You used to call me your very ownest. Don't you love me any more, Jonathan?"

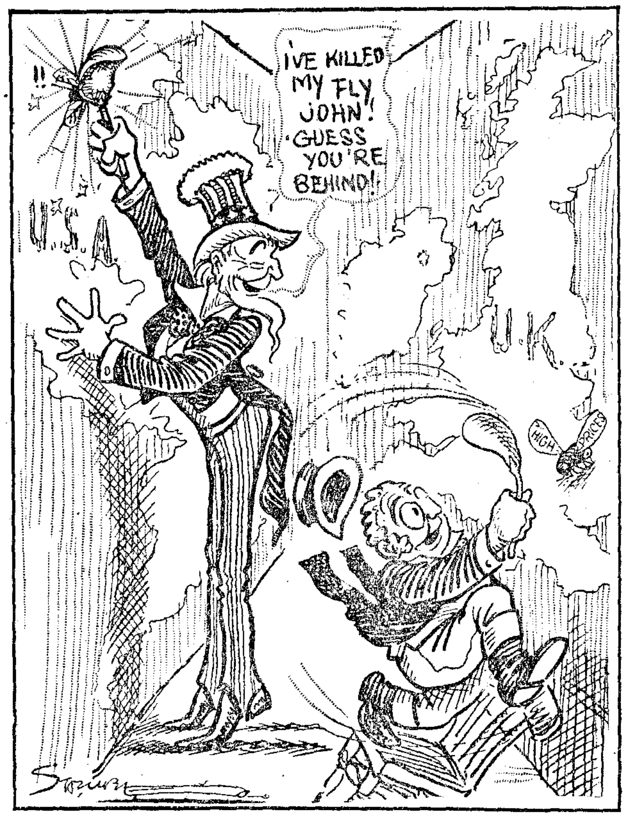
Jonathan—"Yep!—with reservations!"

—*Westminster Gazette* (London).

LONDON PRICES FALLING DOWN

THE FAMILIAR PREDICTION that prices were about to fall has so often proved false in the experience of British observers that they are duly skeptical when it is uttered anew. But, at last, fact follows so closely on prophecy that they are not only convinced, but alarmed. Each week the tale of diminishing trade activity is lengthened, the London *Times* tells us, and during the past few months the demand for cotton goods has so decreased that the Lancashire cotton industry is considering a resort to short-time working in order to keep as many factories going as possible, and we read:

"The falling off in the foreign demand for cotton goods is largely due to the fall in the price of silver, which has greatly reduced the purchasing power of the Far-Eastern markets, while home demand has decreased owing to a slower rate of absorption. Short-time working has been in operation in the boot and shoe, linen and hosiery trades for some time, and, in the woolen industry, manufacturers have not booked any substantial fresh orders for some months past. The motor industry which, a year ago, was enjoying an extraordinary degree of prosperity, is now in the depths of depression, and the prospect is one of almost unrelieved gloom. Foreign competition is beginning to assert itself in the iron and steel trade, which hitherto has had a rosy prospect before it."


I'VE KILLED MY FLY JOHN! GUESS YOU'RE BEHIND!
U.S.A.
U.K.
HIGH PRICES
!!

SWAT THAT FLY!

—*Daily Express* (London).

It is the fashion to blame the banks for the reaction in trade, *The Times* goes on to say and reports that on several occasions the closing of factories and diminished orders have been attributed to the stringency of money. The public has been led to infer from these statements that the banks have deliberately refrained from lending their customers money supposed to be available, but the truth is, the banks have "lent so much money they can not lend any more without increasing the strain, already excessive, on their cash resources," and this journal proceeds:

"The plain but unpalatable truth of the situation is that prices of commodities have reached a level which the existing volume of credit, or buying power, is unable to maintain. Prices must fall. The credit position is fully extended. A further resort to inflation for the purpose of enlarging it would only aggravate a disease from which the whole world is trying to recover. Proof of the fact that prices have outstript buying power is to be found not only in the difficulty of obtaining fresh credit, but in the warehousing of high-priced goods which can not be sold. If these goods were sold the credits which are immobilized in them would be released, and the banks would be able to lend the money again. Obviously, therefore, the solution of the present position is to be found in a reduction in prices, which will apply a fresh stimulus to demand."

That Labor also will have to reckon with the march of economic prices, "which no theories will serve to dam back," is the warning issued by *The Times*, and it explains:

"Real wages will be determined not by such phrases as the cost of living or standard of living, but by actual production. In short, Labor will have to recognize that it will be able to obtain only what it produces and no more. The same principle applies to capital. High costs of production act as a buffer to falling prices, and give a bonus to foreign competitors in the scramble for orders. Workers are suffering from a profound unrest, which for the most part is founded upon a dangerous fallacy—namely, that it is possible to get something for nothing. The most pressing need of the present situation is the discovery of means to enlist the conscious cooperation of Labor in a combined effort to increase output, to reduce costs of production, and to lower prices. Labor must realize that it is not the money value, but the quantity of goods, that determines the amount of employment involved in the making of the goods. It will not avail Labor much to learn that the value of our foreign trade this year is higher than it has ever been, if the quantity of goods involves less employment. The consumers, however, would be ill-advised to anticipate a rapid fall in prices. Reduction must be gradual, for any violent fall in prices would precipitate failures and destroy credit."

The London *Daily Telegraph* says that manufacturers and social workers in the East End of London agree that everything points to unemployment being rife in that district during the coming winter, and we read:

"Men and women are being steadily discharged from the factories, and employment at the docks is inadequate to supply the needs of unskilled labor. Those closely in touch with the situation incline to a degree of pessimism which is not completely shared by the Board of Trade and those who view the situation in the East End as merely part of the industrial situation of the nation. In official circles, a representative of *The Daily Telegraph* was informed, the position was not unforeseen. Clothing, the production of which is a great East-End industry, had reached a 'dangerous' economic price, and the same, it was added, might be said of other manufactured articles. The public, having had its immediate needs supplied, was refusing to buy. To reawaken demand, reduction of prices to bring the articles within the purchasing power of the public was needed. It was contended that what was occurring was not depression in trade, but a 'process of readjustment.' But, by whatever name it might be called, it would, it was admitted, mean in many cases severe financial losses to employers and hardships to those employed, the failure to clear stocks being accompanied by reductions in staffs."

The London *Westminster Gazette* notes the sensation caused by the cut of motor-car prices by Mr. Henry Ford, and observes:

"He has set the country discussing the possibility of getting back to normal costs in other directions. The *Times* correspondent tells us 'he is only doing on a larger scale what other motor-manufacturers will have to do before long, what the clothing trades have already done, what the provision merchants are beginning to have to do. Wholesale prices of food dropt 12 per cent. during August, and clothing must have dropt more than that since the spring.' America, in fact, is feeling the consequences of the new economic conditions in which it is placed as a creditor country. It can not profitably export, because other countries can not buy with the exchanges so adverse, and it must import largely if it is to receive the interest on its debt. Thus a very large proportion of production is being thrown on the home market, with a consequent sharp competition that must drive prices down. Difficulties are being felt first in the luxury trades, and Mr. Ford only shows himself the clever business man he is in moving ahead of his competitors.

"At present the drop in the price of motor-cars is confined to the States, but it is coming here also. One of our largest firms announces its intention of reducing its prices. Others will have to follow suit, since a movement of this kind can never be confined to one business."

A BRITISH PLEA FOR GERMAN CHILDREN

GERMANY'S "HYMN OF HATE" receives a strange response, it is remarked, in the disposition to helpful kindness shown by the British toward Germany's war-scarred children. Their suffering and ruin may be matched, and in individual cases surpassed, in Poland or in Austria, we are told, but it is the enormously greater number affected in Germany which constitutes the gravity and urgency of her problem. In other countries than Germany, moreover, much is written of the privations and misery of the children, but in Germany all this is "still hidden from general recognition by the veil of skepticism, if not actual misrepresentation, carefully woven by a press which fears a dangerous political repercussion if the ugly facts were known." So declares a contributor to *The Contemporary Review* (London, September), who affords the following statement of a relief-worker who has spent some months in Germany:

> "It is only as you win the confidence of the people and are admitted into their homes, and get personally to know the doctors and teachers and are given free and informal entry to the schools, that the appalling truth dawns upon one that all, except the quite well-to-do, are suffering from lack of proper food and from undernourishment; they are standing not so very far from death, for continual hunger, tho it works very slowly, yet works very surely.
>
> "But you do not see death from starvation in a dramatic, convincing form; you do not see begging in the street, and are not confronted with pitiable sights in public, such as one reads about in accounts of besieged and starving cities. No! all the starvation is done quietly and decently at home, and when death comes it comes in the form of influenza, tuberculosis, heart-failure, or one of the new and mysterious diseases now arising, and carries off its exhausted victims with ease. It is neither dramatic nor striking, and can not be realized in a hasty visit."

The favorable reports on German conditions appearing from time to time in the newspapers, it is charged by the *Contemporary's* contributor, are the work of observers "who stay in the most expensive hotels and never give themselves the opportunity to share in the life of the people; who avoid all statistics of death and disease, and appear to base their judgment on the most superficial appearances in the towns and on the more favorable conditions of the country districts." It is pointed out, further, that in order to judge of the real condition of a child, one must see it without its clothes. The cheeks often retain some measure of roundness even when the body has become almost a skeleton, and, what is more, puffiness of flesh often accompanies the disease of malnutrition. Again it is essential to know a child's age, for a child that looks normal may be suffering from arrested growth and be really two or three years younger than its appearance suggests. In addition to the scarcity of food in Germany, this informant tells us, we must take into account the fact that such food as the rations provide is largely unsuitable for the delicate stomach of a small child. The bread in Germany to-day, we are told, is 80 per cent. substitutes, and many comparatively robust persons find themselves unable to digest it. We read then:

> "Statistics of disease and mortality prove that the children have suffered to an appalling degree for the last four years. The number of deaths of children between one and five years in Prussia in 1914 was 52,924. In 1918, with the birth-rate fallen to 40 per cent. of the 1914 figure, the number of deaths was 61,369. In Mecklenburg-Schwerin, an essentially agricultural district, the number of children between one and five years who died in 1914 was 544; in 1918, 1,040; in Mecklenburg, 360 in 1914 and 819 in 1918. Up to April, 1920, a total of 1,000,000 children had perished in consequence of privation. The forty-five German towns of over 100,000 inhabitants have a total population of nearly 15,000,000, of which about 3,340,000 are children (under fifteen years). An estimate based on investigations made by the German Red Cross in eleven typical towns in various parts of Germany gives 200,633 (*i.e.,* 6 per cent.) as the number of tuberculous children and 835,973 as the proportion of children ill in other ways as the result of undernourishment, *i.e.,* a total of 1,036,606. This figure represents 25 per cent. of the child population of these cities and can be corroborated from other sources. In, *e.g.,* Berlin, the American Relief Mission found the worst class of underfed children to be 25 per cent. (200,000) of the total. But above the worst class come two other degrees of malnutrition. In Crefeld and also in Leipzig the returns of relief-workers give the worst cases as 35 per cent.; in Coblenz, 30 per cent. (the normally nourished, 15 per cent.). In Cologne and Bergheim districts only 12 per cent. of the children in 1919 were found to be normally nourished. Moreover, the smaller towns of Germany (and even some parts of the country which are industrial, *e.g.,* the Erzgebirge and parts of Silesia) are suffering in many cases almost as seriously as the larger towns. Out of a population of 30,000,000 in the smaller towns it would be safe to assume that there must be a further 1,000,000 children actually ill from severe undernourishment, and this estimate takes no account of the suffering country districts."

This informant goes on to say that for every child in Germany who is so underfed as to have developed some illness there are at least two sufficiently underfed to remain weak and backward both in bodily and mental development. To-day the number of such children in Germany is beyond computation, it is asserted, and in many districts a healthy and normally developed child is a startling exception—usually to be explained by a recent absence from Germany. An important factor in the sufferings of the child population is, of course, the milk famine, which is mainly due to the dearth of fodders, and we read:

> "In the large towns the milk supply fails to provide the slender rations reserved for mothers, infants, very young children, and the sick. The total milk supply of Germany has, in fact, dropt from 24.4 milliard liters in 1913 to 9 milliard liters in 1919. (Report of German Food Minister at Spa.) Owing to bad conditions of transport, moreover, much of the milk arrives sour. Mr. A. P. McDougall (part author of the White Paper (Cmd. 280) wrote on November 3, 1919, 'There was no shadow of a doubt that at the time of their investigation' (summer, 1919) 'there was an appalling death-rate among mothers and children from an inadequate milk and fat supply.'"

Other conditions besides food-privations are helping to decimate the children of Germany, where in winter, owing to the lack of fuel, homes often can not be heated or, at most, very insufficiently, and we are told that the same difficulty occurs in schools. Some schools are closed and the hours of others shortened so the children can be taken in relays. All are overcrowded and the windows have to be kept shut to conserve the heat. *The Contemporary's* contributor proceeds:

> "The German Red Cross, moreover, estimates that in the forty-three largest towns of Germany 75 per cent. of the child population is insufficiently clothed. (Report of February, 1920.) The fact is that the cost of clothing has increased tenfold. Inquiries made among children with a view to country holidays showed that one-third had no underlinen and one-third only rags. Lack of clothes and shoes often prevents children's attendance at school.
>
> "The house famine, moreover, is acute in Germany, and the evil of overcrowding even among the middle classes is enhanced by the lack of beds and bedding. Often beds have been sold, bedding completely worn out. Several members of a family crowd into the same bed, regardless of infection. The lack of soap renders it impossible to maintain cleanliness, bedding and clothes remain dirty, towels are scarce, and must be shared, etc. If one member of a family contracts tuberculosis it is certain to spread.
>
> "The increase in diseases of the bones is also terrible. Rickets, writes Dr. Tugendrich, of the Berlin Public Health Office, 'occurs with an intensity and frequency which would never have been credited before the war,' especially in the spontaneous fracture of bones. Cases of children of two and three being found in bed with their arms broken occur frequently in the Kaiser and Kaiserin Friedrich Hospital in Berlin. We read in the White Paper (Cmd. 280), 'The almost complete withdrawal of milk at three years and the small amount of butter cause rickets to be prevalent in practically all classes; as a result not only is the resistance to infection greatly diminished, but the coming generation will be marked by numerous cripples.'"

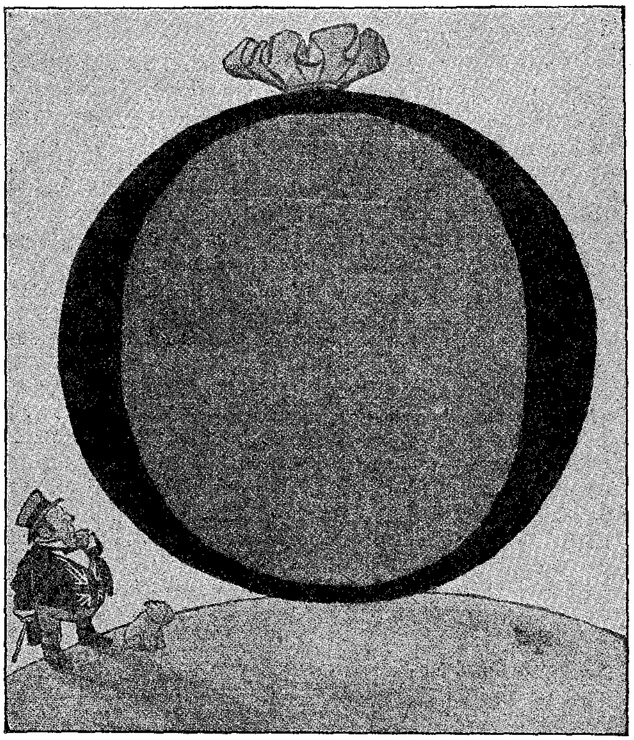
Many other serious diseases are sapping the strength of the German nation of the future, according to this informant:

> "In Halle, to take one example, one-quarter to two-fifths of the children of school age are scrofulous. Anemia now affects probably half the child population (Dr. Oschmann, head school physician of Frankfort). Many skin troubles arise or are aggravated owing to the lack of underlinen and also the lack of soap. The trouble begins most acutely with the first months of life, when the infant's body often becomes almost raw from the rough rags (sometimes even newspapers) in which it is wrapt and from the impossibility of frequently changing these articles when wet. In spite of drastic measures such as the requisitioning of table-cloths from the hotels and restaurants to give as bed linen in the hospitals, linen and other materials are now so scarce that paper is also much used for bandages, and newspapers and packing-paper for bedclothes for infants. Conditions in many cities seem as serious as in Vienna."

BERNSTORFF'S HOPE IN THE LEAGUE

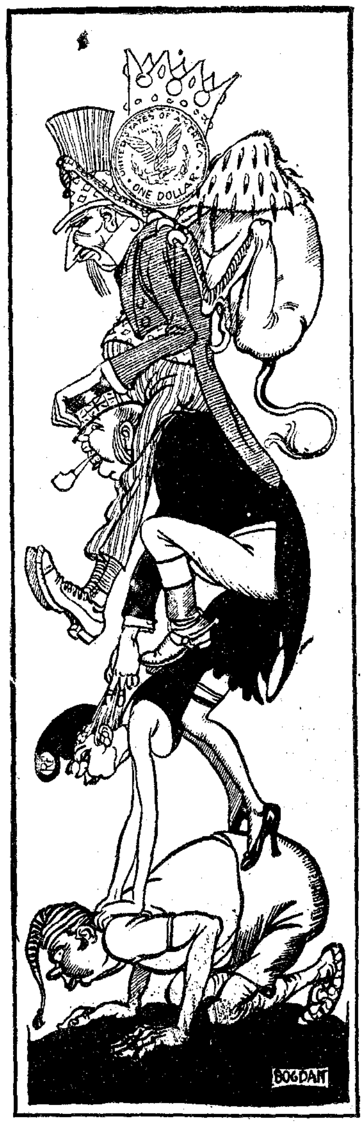
"ONE ROAD TO PEACE" is left for the world, and it is pointed out by Germany's former Ambassador to the United States, Count Johann-Heinrich Bernstorff, who says some leading statesmen of the Entente must call upon the nations to cooperate in reconstruction and the Supreme Council "must place its power in the hands of the League of Nations." The League of Nations itself must be reorganized without delay, he tells us, and Germany, Austria, and Russia must be asked to join it. Moreover, the "requisite concessions must be made to the United States" in order to enable her also to join the League. Then this reconstructed League must "organize a system of international world-economy based upon productive labor, and production in all countries must be raised to the utmost efficiency, so as to insure their continued existence." The suggestion appears in an article in the Bremen *European Press*, a German semiweekly publication "devoted to the furtherance of international understanding," and Count Bernstorff continues:

> "If such had been the guiding principles at Versailles, or at latest even after the conclusion of peace, then the Russo-Polish war would not have broken out. Now this war threatens us with grave dangers. Germany must maintain strictest neutrality, because any other policy would lead us to destruction. We who desire the peaceful reconstruction of Germany on a democratic basis must keep in check our own Bolsheviki, our national Bolsheviki, and those few who would like to put their swords at the disposal of the Entente for the fight against the Bolsheviki. It is an easy matter for us to preserve neutral feelings in this case, because neither of the belligerent parties can have the slightest claim to our sympathies. In the Versailles Peace Treaty the Poles have been awarded territories to which they have no manner of claim, neither from an ethnographical nor a cultural point of view. The Poles disregard the right of self-determination of the peoples which is sacred to us; and, above all, they do not comport themselves as friendly neighbors. The Bolsheviki find some new friends with us also outside the circles of our national and otherwise Bolsheviki, because the wish for a political *rapprochement* with Russia is prevalent with many who do not differentiate between Russia and the Bolsheviki. I view this fact with no little apprehension, for our policy, which was friendly to the Bolsheviki even during the war, alienated us from Russia proper, and this policy, if adhered to by us, is sure to drive Russia, after her renascence from Bolshevism, back into the arms of France."



PROBABLE AMOUNT OF INDEMNITY WE SHALL EVENTUALLY RECEIVE FROM GERMANY.

—*London Opinion.*



THE TERMS OF PEACE.

—*Mucha* (Warsaw).

Count Bernstorff believes that the fight for a true League of Nations should be taken up aggressively in Germany's foreign policy and still more in German public opinion. Yet he adds a characteristically Teuton safety-first clause that, if events prove the world is "not yet ripe for the loftier ideals of the League of Nations," we must just "content ourselves with the achievements of its economic aims," and he proceeds:

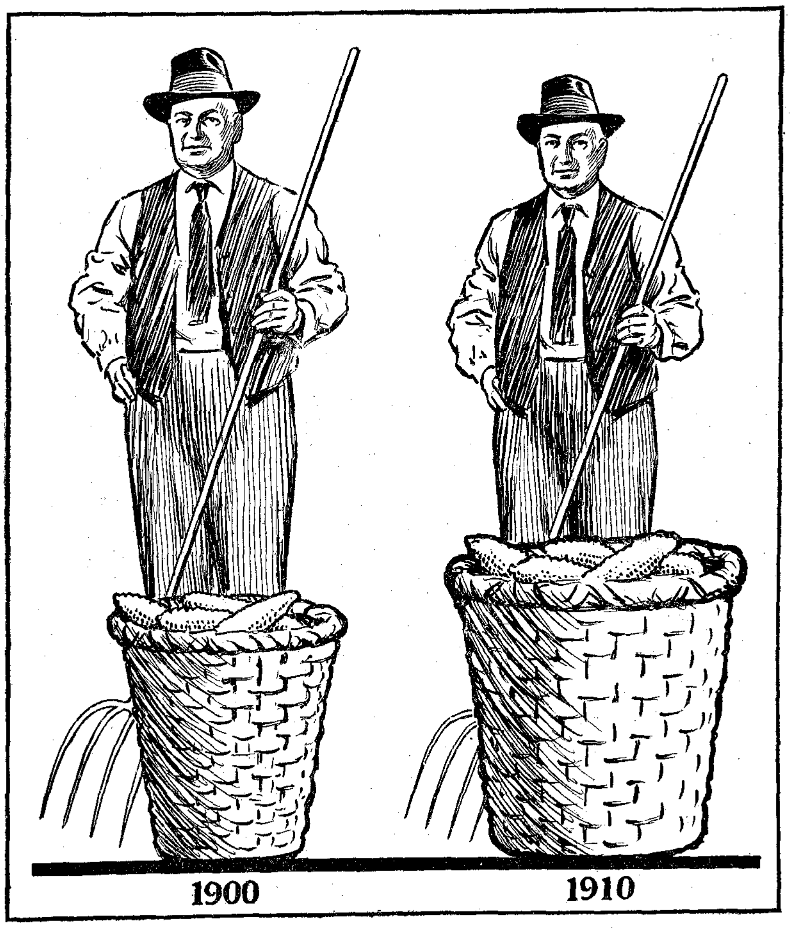
> "For the present, in any case, the economic policy of the League of Nations must be governed by the idea of an economic partnership of all humanity and the expansion of traffic between all the peoples of the globe. International understanding stands to gain by the victory of this idea. But the establishment of a true League of Nations above which the majesty of justice stands enthroned, which gives to each nation its due based on the most liberal exercise by the peoples of the right of self-determination, and which allows of general disarmament—that will ever remain our ideal. If our foreign policy, with the support of public opinion, were to show activity in that direction, it would soon dispel to a considerable extent the distrust of us which still prevails among the Entente."

It is expressly provided in the Versailles Treaty, Count Bernstorff tells us further, that the League of Nations is to "revise that Treaty from time to time." It is the League of Nations then that "may bring us salvation—for we shall never be able to fulfil all the conditions imposed on us even with the best of intentions." Thus the League of Nations becomes the "only instrument wherewith the sufferings of the world can be relieved, for the collapse of Germany would inevitably result in temporary Bolshevism all over Europe with its attendant general impoverishment."

SCIENCE AND INVENTION

OUR COUNTRY DISTRICTS NOT DECADENT

DOES DECADENCE necessarily follow loss of population? Not in this age of machinery. It may simply mean the substitution of mechanical for human energy, with perhaps a great increase of production. This is the way that Paul W. Brown, editor of *America at Work* (St. Louis), explains the rural drop in population shown by the last census. That thousands of Americans have moved from the country to the city does not mean, he believes, that the rural regions are retrograding, or that the farmer is deteriorating, but only that the introduction of machinery on the farm has released great numbers of hands for equally useful work in towns and cities. Counties that have lost population are generally the productive ones, not those stricken with poverty; and coincidently with the decrease has come a great increase in the bulk and quality of farm produce, both vegetable and animal. Here Mr. Brown has plenty of figures to back him up. To quote and condense his article:



FEWER FARMERS, BUT LARGER CROPS.

A tale of three States: Illinois, Iowa, and Missouri. Between 1900 and 1910 the male farm population of these three States fell from 1,261,401 to 1,225,368, a loss of 3 per cent., but the production of corn, wheat, and oats for five-year periods rose from 4,889,000,000 bushels to 5,941,000,000, a gain of 21 per cent. Does this show rural decadence—or just the opposite ?

"For the past ten years the benevolently disposed persons and minders of other people's business generally have been sitting up with the farmer. They first became acutely worried about him upon the appearance of the Thirteenth Census, which showed that half of the counties of Illinois, the first State in the production of corn and oats, had lost population; that 61 counties of Missouri, the fourth corn State, the first in production of mules and the second in the production of horses, had fewer people than ten years before; and that rural population loss in Iowa, the second commonwealth in production of corn and oats, had gone so far that the State as a whole, cities as well as rural districts, showed a net loss of population of a fraction of 1 per cent. for the ten years. Since then the farmer has had to stand being officially sympathized with on occasions public and private—an experience which adds to the anguish of real bereavement and becomes madly irritating when no loss has been sustained.

"It is time that the fact was made known that whatever industry in the United States may be considered decadent, the industry of farming is not such a one. It is time to show that the steady improvement of methods and the adoption of new labor-saving appliances have produced in field and stable and dairy exactly the same effect that they have produced in steel-mill and shoe-factory, in sawmill and plow-works, in watch-factory and automobile-plant.

"Evidences of the loss of rural population in Missouri appeared on a scale large enough to be worthy of serious attention in the census of 1900, which showed that 20 counties out of the 114 into which the State is divided had fewer people than they had ten years before. Missouri affords a peculiarly interesting field for this kind of study by reason of the fact that its area is divided into a number of distinct soil provinces representing the widest possible range of productive conditions, from lands whose fields 'drop fatness' to the thin, siliceous hill soils suitable only for grazing in large tracts and the rearing of certain kinds of fruits.

"Now it is a singular fact that of the 20 counties which showed a loss of population in the census of twenty years ago, only two were in the poorest land areas. The other 18 counties were among the richest counties of the State.

"The census of 1910, ten years later, showed that population loss had affected 41 counties more than in 1900, a total of 61 out of the 114 having fewer people than in 1900. As already noted, this condition in Missouri was but typical of the great producing States of the Central West. It is now in order to inquire what, meanwhile, had happened to production.

"The total production of corn, wheat, and oats in Missouri for the five-year period just before the taking of the 1900 census was 1,087,000,000 bushels. For the corresponding period exactly ten years later the production of the same grains was 1,295,000,000 bushels—a gain of 19 per cent

"When we turn to animal husbandry, the record of efficiency is still more salient. Taking the annual average of horses, mules, beef cattle, and milk cows for the same five-year periods, we find that it rose from 3,224,000 head to 4,427,000 head—a gain of 37 per cent.

"The comparison for the twenty-year period ending with January 1 of the current year can not be made in the same simple way for the reason that the population returns for 1920 have not all been tabulated.

"The production records, however, are in hand. Comparing the production of the five years preceding January 1, 1920, with the five years preceding January 1, 1900, we find that corn production in Missouri has registered a 6 per cent. loss, oats production a 90 per cent. increase, and wheat production a 115 per cent. increase, while cotton shows an increase in the latter period of over 136 per cent. above the former.

"The record of the average number of animals for the five-year period is equally significant. Notwithstanding the automobile, the motor-truck, and the tractor, horses have increased 15 per cent. and mules 83 per cent. Beef cattle show an 11 per cent. increase and milk cows an increase of 30 per cent. Hogs have come up just half—50 per cent.—while sheep have increased 119 per cent."

It is now time, Mr. Brown thinks, to stop and inquire why we should have been worrying over our rural districts during a period which has witnessed triumphs unequaled in the previous history of agriculture. In a steel-mill recently rebuilt, the installation of automatic devices cut the number of men in a single department in half; yet the industrial journals spoke of it, not in terms of "depopulation," but as an evidence of progress. A quarter of a century or so ago the composing-room of a daily newspaper in St. Louis saw the exodus of thirty hand-compositors out of forty. The remaining ten seated themselves at linotype machines. The newspaper did not lament "great typographical depopulation in a Missouri composing-room," but celebrated its own enterprise and the resulting better service. He continues:

"An enormous transformation has been going on before our inattentive eyes in the fields and orchards, feed yards, stables, and dairies of rural America. It is the same sort of transformation that has been wrought by better methods and better appliances in the making of things as diverse as paper and steel castings, gun-stocks and tin buckets, aluminum and cooking-fats. Everywhere we hear the same story of the increase of output, the lightening of human toil, the economy in the number of workers required to achieve a given result. Everywhere else we call it progress. Everywhere else we hail the better service, enlarged human leisure, the freer life of the workers. Where the farm is concerned, we have elected to discuss it in terms of depopulation, and to call it decadence, deterioration, a march backward. . . . . . .

"The average fertility of American fields is steadily rising. This is shown by a most exhaustive study of the relation of acreage to crop yields published by the Department of Agriculture under Secretary Houston. Our universities have been centers for the collection of authoritative facts regarding the best farm practise, comparison by experiment of different methods of treatment of crops and farm animals, and presentation of the results of experience and investigation in forms most readily assimilated by the busy farm-worker. The resultant improvement in methods of crop rotation and in the quality of farm animals of all sorts is one of the most salient facts of the time.

"Conjoined with this improvement in farm methods has gone an enormous improvement in the effectiveness of farm appliances. We have seen the single-hand plow replaced by the sulky plow of a size and capacity impossible of control by hand. The single-bottom sulky plow has in its turn given way to the two-bottom gang, making it possible for one man to control twice the horse-power and do twice the plowing; and now in turn comes the substitution for the horse of the explosive power of a mixture of air with gasoline or oil, and up comes the tractor to give the horse a rest and increase once more by 100 per cent. the power which may be directed by one man in the field. As a result, the solitary farmer of to-day with a tractor of average power can plow from four to five times as much land as the farmer of twenty-five years ago with a hand-plow and one pair of horses. So in like manner the old 'half-row' cultivator gave way to the single-row cultivator, which is now superseded by the two-row implement for the cultivation of corn and other growing crops. The results at the harvest end of the crop have been equally salient.

"It now becomes apparent why rural population has 'declined.' It has 'declined' simply because the work of providing grain, meat, and fruits for human consumption, producing animal and vegetable fibers, and supplying the draft animals needed in agriculture, manufacturing, and the world of travel and pleasure, has become from year to year and from decade to decade better organized, better equipped, and more intelligently performed. In consequence it has been possible for the farms of the nation—recognized as splendid nurseries of men as well as of other useful animals—to release in increasing numbers, in proportion to population as a whole, choice young men to be turned into mechanics, workers in transportation, commercial men, business executives, technical experts, teachers, physicians, lawyers, and preachers. The American progressive farm home to-day has a player-piano in the parlor and a talking machine of the latest improved model. There is a central heating plant, an electric-light plant for house and barn, a water system with modern sanitary plumbing, and an automobile in the garage. And the human energy which has achieved these things for the farm-home has been drawn from the farm itself, which, meanwhile, under the spur of better methods, better equipment, and better management, is producing more grain, more milk and butter, more meat, and more fruit with fewer workers and far less drudgery."

BACK TO THE EARTH FOR BUILDING MATERIAL

EXPERIMENTS ABROAD, and in this country, in building houses of rammed earth, called by the British "cob" and known in France as *pisé-de-terre*, were described in these columns some time ago. The reports attracted wide-spread attention and were responsible, we are told in *The Compressed Air Magazine* (New York), for the undertaking of capitalists in New York to form a housing syndicate to build model homes within easy commuting distance of the city, to be sold at moderate price to folk who are feeling the pinch of high rents in the metropolitan area. This project has not yet come to fruition. The writer continues:

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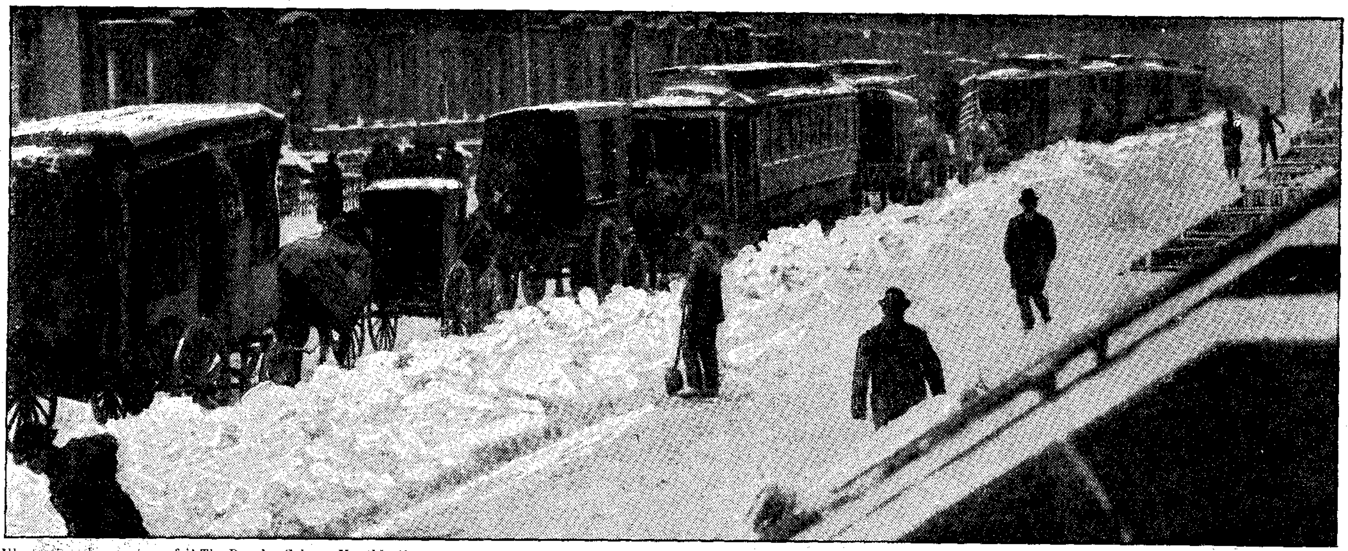
SOLVING THE HOUSE PROBLEM IN ENGLAND.

Ex-officers and men building the walls for a house at Hornchurch with bricks made of compress moist earth.

"Meanwhile a Los Angeles contractor comes forward and says that instead of having a shortage of building material, at even the sky-high prevailing costs, we have a plentiful supply of the very best. These earthen houses should not be confused with *adobe*. The *adobe* house is built of sun-dried bricks, whereas the earthen house . . . is built of clayey earth containing a binder of straw or hay, and is rammed tightly in molds, similar to those used in concrete-house construction, or is made in forms as large bricks under pressure. The suggestion has been advanced that these houses should be built with sand-rammers operated by compress air and that their exterior surfaces should be coated with gunite by means of a cement gun. While the *pisé* houses of France have been standing for a century or more and are still in excellent condition, it is believed that with the thin cement covering on the exterior they will be better able to withstand the effects of weather and can then the better receive a coat of whatever color the builder prefers.

"The best soil for the purpose contains clay which should have little or no sand or gravel mixed with it. Improvements made in the finish and sanitation of these houses have been such that dampness is no longer among the troubles experienced.

"The Los Angeles contractor referred to has constructed a 'Magic White City' of two hundred and fifty residences on the southern exterior of Los Angeles, where people have watched the work with keen interest. The builder not only asserts that the houses are everlasting, but declares that they are water-proof and fire-proof, and that they certainly cost no more than wood, if as much. Similar houses are being constructed in England



Illustrations by courtesy of "The Popular Science Monthly."

A STREET-CLEANING FAILURE THAT COST MILLIONS.

New York and other large cities failed miserably in attempting to cope with the snowfall of February, 1920. People had to walk to work. There was a food shortage. New York alone lost $60,000,000, because it used antiquated methods.

at Hornchurch, Essex, by the Exervis Syndicate, of which General Maurice is the directing head. As its name indicates, the syndicate is composed of ex-service men and includes many officers who saw service in the Great War. They believe they are conferring a distinct public benefit in their endeavors because of the prevalent lack of housing facilities, England and European countries having suffered in this regard quite as much, if not more, than America."

NEXT WINTER'S SNOW

A BIG STORM last winter cost the city of New York $60,000,000. How much will the city lose next winter? How much will be lost in other northern cities? If some seer could tell us of a fire or an earthquake that would damage New York to that extent, should we not be organizing a system of protection or relief? Why not treat snow as an emergency and be ready for it? Why not realize that an abnormally large blizzard is a disaster, like a tornado or a "quake," and think out a plan for beating it? *The Popular Science Monthly* (New York) presents such a plan, the essence of which is to do away with snow as it falls, before it is packed hard, and to commandeer for the task all the resources of the community. The *Monthly* offers its advisory services not only to its home city in carrying out this plan, but to any other that wishes to adopt it. And first, before explaining details, it gives a graphic description of how we commonly do try to grapple with the snow problem:

"New York's Street-Cleaning Department has always followed a single plan: It uses its own forces and equipment, and supplements them by hiring trucks and such unskilled laborers as it can to shovel snow into wagons and trucks. Fifty cents an hour was the price offered to these outside laborers last winter. Fifty cents an hour! And this in the face of an unprecedented labor shortage, at a time when one dollar an hour was sniffed at by Italian ditch-diggers.

"A few tramps and human derelicts appeared, and chopped and shoveled lazily. A few avenues were cleared; the city as a whole was buried in snow and ice. And these feeble attempts cost $5,500,000.

"Worse than this was the business loss, which, according to the Merchants' Association, amounted to $60,000,000 in those twelve unforgetable days, when snow, sleet, and ice blocked the streets. Five million dollars a day! Such is the price of inefficiency. Ten dollars for each man, woman, and child—that is what the distribution of this $60,000,000 loss means.

"A fire strikes terror. It does its work swiftly and visibly. A foot of snow in a great city is hardly less terrible. How many fires have caused a loss of $60,000,000 to cities? You can count them on your fingers. They occurred at intervals of decades. Snow falls every year in our northern cities. We expect it. Yet we never arm ourselves against it.

"No one can tell whether we will have light or heavy falls this winter. But we can prepare for the worst type of snowfall that a large city north of Washington and east of the Rocky Mountains may expect. What we want is an engineering plan. We want that plan now, not when the snow has fallen and has been packed down into a caked mass by struggling vehicles. We want a plan that can be carried out as automatically, as quickly, as effectively as a fire is extinguished.

"How much does it cost to keep the streets open? Whatever the sum may be, it must be appropriated. It is cheaper to spend $10,000,000 to save $60,000,000 than it is to accomplish nothing by spending $5,500,000, as New York did last winter for lack of an engineering plan. Money plus a plan will solve this problem; money without a plan will do nothing.

"*The Popular Science Monthly* offers a plan. It is simple. It will prove effective in keeping the streets clean in any city. It is a plan that considers snow-removal as vital as fire-fighting. It involves the expenditure of more money than has ever been spent in the past for removing snow. But it is cheaper than any plan that has ever been tried, because anything is cheap that will avoid a loss of $60,000,000, and enable a city to feed itself and to keep its street-cars and its vehicles moving.

"The essence of the *Popular Science Monthly's* plan consists in removing the snow almost as fast as it falls. No time must be given for accumulations to be packed down.

"First of all, the city is to be divided into zones, and the zones subdivided into sections. Every section in a zone is to be cleared by a motor-truck equipped with a plow. All the three-and-a-half-ton to five-ton trucks of the city are to be mobilized at once, when the emergency arises, just as fire-engines rush to a fire. True, plows do not remove snow. On the other hand, they do keep the streets clear; the snow pushed aside can be removed later. Keep the streets open—that is the first principle of the *Popular Science Monthly's* plan.

"The idea of employing motor-trucks in subdivided zones is not new. It has been tried, and it has failed because human nature was not considered. About thirty dollars a day has been paid in the past for the use of a five-ton motor-truck in snow-removal. Too little—much too little. What happened? When the truck-owner received an offer of fifty dollars a day from some merchant bent on making the attempt to ship his goods despite the prevailing conditions, he ceased then and there to remove snow, even tho he violated a contract with the city.

"Clearly, the price to be paid for the truck must be so high that there is every inducement to keep it at work plowing snow.

"But that is not enough. The motor-truck must begin to plow as soon as the call comes—at two or three o'clock in the morning, if necessary. What of the driver? Will he respond cheerfully when aroused in the dead of the night? Not if we know human nature. It must be made worth his while to get up as promptly as a fireman when the bell in the engine-house clangs. He, too, must be paid by the city—paid over and above what his employer pays him in wages. It may be that the driver will earn three, four, even five dollars an hour while he is plowing snow. But the *Popular Science Monthly's* plan takes account of human nature—something that has always been ignored in facing this problem of snow. Besides, it is cheaper to remove the snow at a high cost than to peck at it and not remove it at all.

"When Jones, driver of the A, B, C Express Company's truck, No. 25, is awakened at night and instructed to proceed to Section 10 in Zone 2 and plow snow, he will go cheerfully to his task, because he knows that he will make several times as much money an hour as he ever made before in his life.

"When the emergency call comes, Jones goes to the nearest station of the Street-Cleaning Department, gets one of the standardized snow-plows, attaches it to his truck, and proceeds to his district, there to place himself under the orders of a foreman of the Street-Cleaning Department and to remain under those orders until he is released.

"Unless Jones is paid by the city, and well paid, in addition to the wage that he receives from his regular employer, the truck-owner, neither this nor any similar plan will succeed. Human nature must be considered—the psychology of the truck-driver and of the truck-owner. We are dealing with an emergency. Emergency tasks must be paid for at emergency prices. Otherwise those who perform them will not look upon them as emergency tasks. Contractors, express companies, railways, merchants, every firm that owns a motor-truck, must cooperate in clearing away the snow."

But suppose that, even at the high price paid for the use of a truck, its owner insists on using it in his business? If the truck-owner refuses to coöperate—what then? The police must step in. The man who attempts to haul goods after a certain depth of snow lies in the streets, before the plows have had a chance at it, must be summarily stopt. If necessary, he must be punished by the revocation of his license. He must not be allowed to pack down the snow. If he is not allowed to operate his truck in his own business, he will cheerfully use it to earn money in clearing the streets. We read further:

"For a few hours, at the most, it will be necessary for the police to interfere. Some streets will be designated as one-way streets, so that vehicles may travel down the path plowed in the middle. Not until the plowed snow is removed will two-way traffic be resumed. Last winter no wheel moved in either direction. New York was stagnant for twelve whole days.

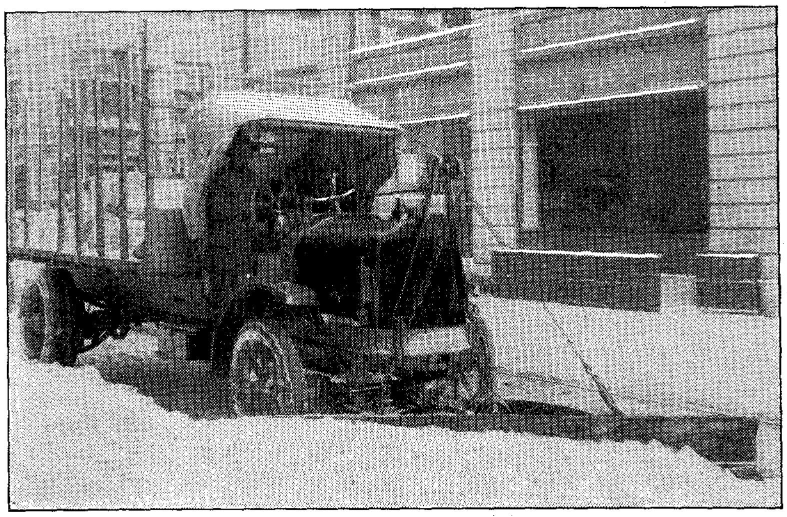
"Plowing the streets, then—that is the first step. Next comes the actual physical removal of the snow. In the past, New York has tried ineffectually to keep its streets open by removing the snow in the very first instance. Thereby it complicated its problem enormously. To shovel snow into wagons and remove it bodily by the thousands of tons is of necessity a time-consuming task. And time is the very essence of this problem. No large city can afford to lose days. And, we repeat, New York lost twelve whole days last winter.

"*The Popular Science Monthly's* plan provides for snow-removal by machinery, where machinery can be effectively used. New York did make the attempt to use excavating machinery, tractors, and army 'tanks'; but it placed its chief reliance on picks and shovels.

"It so happens that the excavating and dirt-handling apparatus of contractors is usually idle in the winter months. To make arrangements for its use in removing snow from plowed streets ought to be no difficult matter for the municipality. Snow should be handled by the cubic yard, and not by the shovel.

"*The Popular Science Monthly's* plan involves no heavy investment on the part of the city for snow-handling equipment. It must buy several hundred snow-plows that can be attached to motor-trucks; it must store these snow-plows at designated stations; it must inspect the motor-trucks that do the plowing before and after they have performed their duties, so as to avoid unjust claims for damages. And that is all, so far as equipment is concerned.

"Consider the beneficent results that will be enjoyed by any large city that has a really workable plan for snow-removal when the next great blizzard comes. If handled efficiently, the delay should be so slight as to be almost imperceptible."



NEW YORK HAS BOUGHT 350 OF THESE.

Pusher-plow propelled by a motor-truck.

FRUITLESS FRUIT DRINKS

"ORANGEADE" and "orange crush" that never came nearer to an orange than the tanks of a synthetic chemical laboratory are no longer to be served under those names with Uncle Sam's permission. Drinks so made and so named are hereafter to be deemed "misbranded" and the venders prosecuted accordingly. Says *Public Health Reports* (Washington):

"The advent of prohibition has greatly increased the number and quantity of fruit beverages. It has recently come to the attention of the United States Department of Agriculture that in some instances mothers, misled by the labels and other advertisements, are feeding 'fake' orange beverages to their children under the impression that they are giving them the orange-juice recommended by their physician. Unfortunately, these preparations, as a rule, contain no orange-juice and are lacking in the organic acids and the vitamins which give medicinal value to the genuine orange-juice. In most instances they are sweetened carbonated water, flavored with a little oil from the peel of the orange and artificially colored to imitate orange-juice, say the officials of the Bureau of Chemistry. That Bureau, charged with the enforcement of the Federal Food and Drugs Act, therefore, has ruled that the terms 'ade,' 'squash,' 'punch,' 'crush,' and 'smash, when used in conjunction with the name of a fruit, can be applied correctly only to beverages which contain the edible portion of the fruit or juice of the fruit named. It has been observed, the food officials say, that these spurious orange beverages, when sold, are not usually labeled as orange-juice, since such labeling would be a direct violation of the Food and Drugs Act. Frequently the labels contain statements, in a more or less inconspicuous place, that the beverage contains no orange-juice. The manufacturer, it is held, tries to mislead the purchasers by suggestive statements and pictures played up prominently on the label so as to attract instant attention and convey the impression that the product is really orange-juice, and, at the same time, he endeavors to escape the charge of misbranding by seeming to correct the misleading features with inconspicuous statements in another part of the label, which the average purchaser does not read. Prosecutions have been instituted by the Bureau of Chemistry, United States Department of Agriculture, under the Pure Food and Drugs Act, against this form of misbranding, and cases are now in the Federal courts. Pending decision by the courts, the food officials say, some firms are still using what are held to be deceptive labels. A word of warning by physicians when recommending orange-juice will go a long way toward preventing mothers from being misled by these deceptive labels and advertisements. The best way to get orange-juice for children is to buy the fruit and squeeze out the juice."

LETTERS - AND - ART

LITERATURE DRAMA MUSIC FINE-ARTS EDUCATION CULTURE

THE QUARREL OVER "OPAL"

WHETHER THE WORD of a lord goes much further in England than the simple voice of literary criticism in America, certainly the "Diary of Opal Whiteley" has profited by Viscount Grey's introduction of it to the British public. It ran last summer in *The Atlantic Monthly*, and perhaps found most of its readers with few infant-prodigy emotions left over from the "Young Visiters" craze. Some people voted Opal a bore and her diary a delusion. The British newspapers are not wholly credulous, but they are certainly wide-awake about another literary sensation. The "Diarist" of *The Westminster Gazette* calls Opal "undoubtedly the most prodigious of prodigies, if we are to assume that she has done all that is claimed for her." He thinks Lord Grey sidesteps the issue in saying "the diary was evidently written in childhood, but the question of the exact age at which it was written does not seem to me to have anything to do with the interest of the book." What Lord Grey finds as "the special quality of the book is its vivid interest in and feeling for the beauty of the world and the life in it." To know a little better what we are talking about we will quote two sections from the book itself. This one is selected by the London *Morning Post* in support of its contention that "Nature . . . meant to make her 'a lady of my own,' for she always had the true Wordsworthian pleasure in common things, the wise poet's 'joy in widest commonalty spread,' which is the secret of the fullest happiness in country life." We quote:

OPAL PUTTING THE MILLION PIECES TOGETHER AGAIN.

Her precious record of childhood imaginings was torn into fragments by an angry relative, but Opal saved them for years and has now reassembled them.

> "As I did go I did have hearings of many voices, they were the voices of earth glad for the spring. They did say what they had to say in the growing grass and in the leaves growing out from the tips of branches. The birds did have knowing and say what the grasses and leaves did say of the gladness of living. I too did feel glad feels from my toes to my curls.
>
> "So many thoughts do abide near with us. They come from heaven and live among the flowers and the ferns and often I find them in the trees. I do so love to go on searches for the thoughts that do dwell near about."

She gave names to her animal friends that she seems to have got from a biographical dictionary that was one of her slender stock of books. The sheep-dog was dubbed *Brave Horatius*; a pet crow, *Lars Porsena of Clusium*; a favorite pig, *Peter Paul Rubens*, and "a most dear velvety wood-rat" bore the superb name of *Thomas Chatterton Jupiter Zeus*. Here is a section that mixes drama of human and imaginary elements:

> "When I did get these pictures made, I did take them to a log in the near woods that has got a hollow place in it. There is room in this log for me to take naps in on rainy days, and in this log I do keep the white poker-chips with pictures on them. In this log I do have a goodly number of white poker-chips in rows, with portraits on them of the animal folks that do dwell here about. All my chums' pictures are there. There are five of Mathilde Plantagenet on three poker-chips. And there are seven of William Shakespeare that I did draw in *automne* and *hiver* time. And, too, there are six of dear Peter Paul Rubens that was.
>
> "And now four more portraits did go in the rows to-day. There are nine more white poker-chips in a little pile under the root of a stump close by the old log. These nine white poker-chips are waiting waits to have portraits made on them. When I do get portraits made on most all the white poker-chips I do have, then one of the logging men at the mill by the far woods does give me more white poker-chips to draw more pictures of Aphrodite and Elizabeth Barrett Browning and all of us on.
>
> "The chore-boy does have objects to my drawing pictures on his poker-chips that he does hide in the barn. It was one day when I was walking around exploring in the barn and singing songs to William Shakespeare and the gentle Jersey cow—on that day, and then I did find the poker-chips of the chore-boy where he did hide them away. I had not knows whose they were, but the white ones all did lay there in a heap having askings for pictures to be drawn on them. So I did take some of them and I did make portraits of Thomas Chatterton Jupiter Zeus and Louis II., Le Grand Conde, and Brave Horatius. Then I did put them back in their places again. The day that was after that, I did take some more and I did make portraits on them. On them I did make portraits of Lars Porsena of Clusium and Lucian Horace Ovid Virgil and Nannerl Mozart and Felix Mendelssohn. Then I did carry them back to their place in the barn. They did look satisfaction looks there in that corner with portraits on them.
>
> "Then next day, when I was going down our lane by the barn, the chore-boy did come by the gate. When I came through, he did give my curls a pull. He did say in a cross way, 'What for did you mark up my nice poker-chips with your old pictures?' Then I did have knows they were his poker-chips there in the barn. I did tell him the white ones had wants to have portraits on them and it was to give them what they had wants for. I told him he better draw pictures on what white ones was left that did not have pictures on. I had thinks they would be lonesome.

"But the chore-boy did not have thinks like my thinks. He said he had more knows what poker-chips want than I have thinks. He says poker-chips want to be on a table in a game with men. I have thinks he has not knows what he is talking about. I have knows white poker-chips to have wants for portraits to be drawn on them—portraits of Thomas Chatterton Jupiter Zeus, and Brave Horatius, and Lars Porsena of Clusium, and all the rest.

"After I did put the four new portraits in the old log, I did follow a path that leads to a path that goes to the house of Elsie. I so went because I did have a little longing to rock again the baby's cradle. Elsie was making for her young husband a whipt-cream cake. He has such a fondness for them. And she does make them for him as often as there is cream enough. She was stirring things together in the most big yellow bowl. She did stir them in a quick way."

Of the genuineness of this remarkable production the London *Outlook* is willing to be convinced:

"Quite frankly, if we had not the author's word to the contrary, we should regard the publication in its tingling beauty of description and amazing mastery of words as entirely beyond the powers of any small child of six to produce. That any baby of that age, altho she enjoyed a communion with Nature in its most Wordsworthian sense, should have been able to achieve anything so constructive and consecutive seems to us little short of a miracle. It *is* a miracle, in fact. But so much admitted, little Opal Whiteley's diary provides us with a rich feast. The little girl, who, from certain fragmentary but convincing evidence, evidently came from a fine, probably French, stock, was for some reason given to the wife of an Oregon lumberman. The lady was a harsh, tired person who, whatever else she failed in, in her upbringing of the child, never failed in her application of the rod or its counterpart in switches, hairbrushes, or pure handiwork. Little Opal lived her life to an accompaniment of spanks which entirely failed to break her spirit or mar her happiness. 'The back part of me feels a little bit sore, but I am happy listening to the twilight music of God's good world. I'm real glad to be alive,' she says once after 'the mama' had 'switched' her. With the pathetic generosity of childhood she does not seem to have borne the administrator any ill-will. She had her compensations, too, in a crowd of lovely sensations and thrilling happinesses which the wife of the lumberman had no use for."

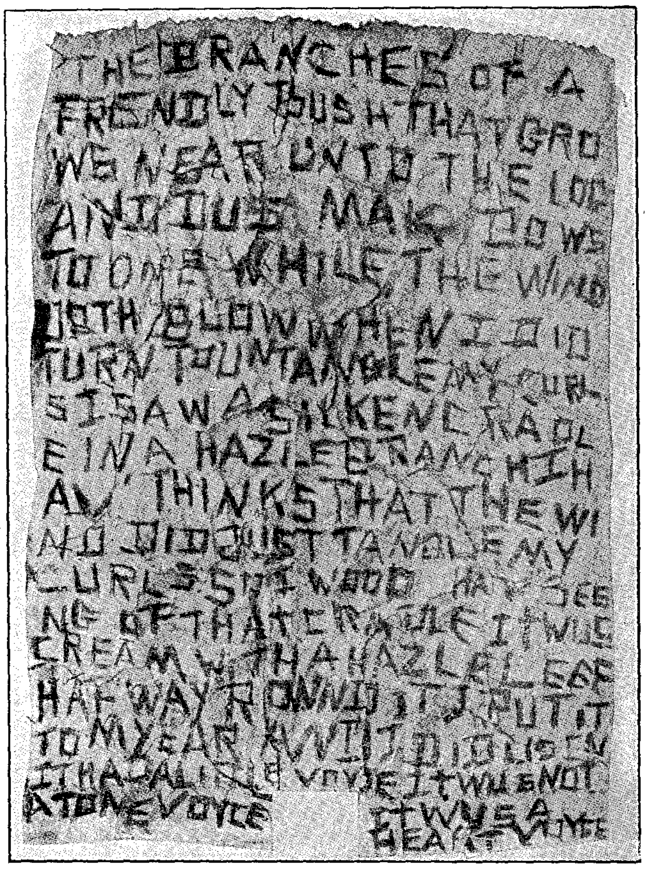
Mr. Christopher Morley has noticed the English interest, and in the New York *Evening Post* has jumped to the defense of his little countrywoman:

"There will be a local controversy by and by, we dare say, about 'The Story of Opal.' Already there is a row on about it in England. The argument seems to be not whether it is genuine, but whether it is literature. H. M. Tomlinson and 'Affable Hawk' in the London *Nation* and *New Statesman* seem to find Opal's diary one more disheartening proof that Americans are a 'fantastically sentimental race.' They are nonplussed at Viscount Grey's affection for the book (he wrote the introduction for the English edition). We have not read the book in full as yet, so we will not enter the lists for a death-struggle with these stalwarts. But we can not quite understand the view that the diary of a child of six should be expected to show qualities of satirical and intellectual disillusionment and sophistication. As far as we have read Opal's diary, it seems to us to have the 'innocence of the eye' that Santayana considers the essence of poetry.

"It is an odd thing, too, that so keen a student of the human heart as H. M. Tomlinson should reject 'The Story of Opal,' because it seems to us that the spirit in which Opal approaches the chronicling of her small world is not dissimilar to the spirit in which Mr. Tomlinson himself wrote that superb book, 'The Sea and the Jungle.' Opal was six; Mr. Tomlinson was some thirty years older; but the observation and imagination which were lovely and shrewd in the man were similarly lovely and shrewd in the child—not similar in degree, but similar in kind. If it was charmingly whimsical of Mr. Tomlinson to say that he was going to write his book for the young lady with the china-knobbed umbrella whom he had seen daily on the suburban train (and it was), why was it not correspondingly droll for Opal to take such pains to amuse her playmate the pig, Peter Paul Rubens? We admit that the sentimentality of the diary sometimes becomes a little humid to the adulterated adult mind; but let us be fair. Wherever Opal tends to become (by the standard of cynical literary critics) oversaccharin it is due to the influence of her mysterious vanished parents who filled her mind with all sorts of ideas she could hardly digest. And were these parents sentimental Americans? No, there seems good evidence for believing that they were ultra-sentimental French. At least the predominant influence on Opal's early childhood was unquestionably French. Mrs. Whiteley, her American foster-mother, can not be accused of having been sentimental: she was as cynical and as full of stern stuff as any London reviewer could wish."

WHAT THE BOYS ARE READING

"DICK TURPIN," "Claude Duval," and "Jack Harkaway" were the youthful thrillers of our fathers, who now think they know better. Their periodicals were *The Chimney-Corner*, *The Waverley Magazine*, and *The New York Ledger*. These were perused out behind the barn or in other secluded spots, "if," says the Omaha *Bee*, "parents had no supervision over their literature." When they had, the youth were given "Uncle Tom's Cabin," "Sanford and Merton," Oliver Optic stories, and *The Youth's Companion*. When recalling these facts *The Bee* caused a buzzing last summer by adding: "We wonder what the boys of 1920, between ten and sixteen years of age, are reading; and how their natural selections would compare with those of the boy of fifty years ago?" *Gas Logic* (New York) has lighted a burner for the benefit of *The Bee*, and prints a letter from a lad of fourteen named "Hank" who spent the summer in a camp with about 170 other youths, and was asked to make a canvass of his comrades. Here is the answer:



A PAGE OF THE RECONSTRUCTED DIARY.
Opal wrote on paper bags and odd scraps that came to hand.

"To the Editor of 'Gas Logic': In your letter you asked me to tell you what books and papers boys read to-day. I have asked the fellows in our tent and many others and they all have their favorite authors. In father's day it was 'Oliver Optic,' but his books are not read very much by boys nowadays.

"Our counselor often reads to us evenings, and 'Sherlock Holmes' and stories about Robin Hood are the ones that the fellows like the most.

"The most popular magazines with the boys in camp are *The Open Road, American Boy,* and *Popular Mechanics.*

"The books that are easy to read and exciting are 'Baseball Joe on the Big League,' and books like that. 'Tarzan' is the most popular book all around with boys and counselors alike. There are a bunch of them. There are some more books by the same author—'A Trip to Mars' and other books with names like that. There are others that were just as popular last winter, such as 'Jimmy Dale,' supposed to be a noted 'safe-cracker.'

"Then there are the stories for the fellows who are fourteen and up. The favorites are Poe and O. Henry, all of Doyle's detective stories, and Scott. These are what I'm getting to like best.

"I hope this will give you a better idea of what the boys of to-day like and read. "HANK."

The modern boy, according to *Gas Logic,* "is not taken in by mystery and illusion as such. He has a broader outlook on life and a larger vision. He finds reality far more enticing and startling than imagination." Consequently the author who writes for the small boy has not "the simple task of spinning thrilling narrative," for the modern boy "not only demands reality and accuracy of fact, but he is a relentless critic." Further:

"The war made daily life replete with excitement of the sort a boy likes and no artificial sensationalism was needed to hold his interest. . . . The latest scientific discoveries and inventions which the demands of the war caused to develop with startling rapidity, thrilled youthful readers quite as much as the exploits of 'Dead-eye Dick' and 'Frank Merriwell' enthralled a former generation. Indeed, the librarian in charge of the Children's Department at the Public Library at Fifth Avenue and Forty-second Street says that it was necessary to transfer some of the war-books dealing with the scientific side of the conflict from the adult to the children's department in order to have enough copies to meet the insistent demand made by the youthful seekers after information."

"MR. PUNCH'S" REGRET OVER LOST LITERARY TREASURES

TO THINK OF MR. PUNCH BEING HERE and looking us over is to entertain almost the unthinkable. But he has at least permitted one of his family, Mr. E. V. Lucas, to come abroad, and this delightful custodian of many a European ramble is taking his readers round about our literary shrines. Mr. Lucas, tho associate editor of *Punch,* writes his notes on America in the London *Times.* Mr. Lucas's interests are many, but particularly pictures, books, and autographs, and in the New York libraries of Mr. Morgan and Mr. H. E. Huntington he says he "saw such a profusion of unique and unappraisable autographs" as he had not "supposed existed in private hands." The latter fact gives to them an importance as showing the trend of culture, or perhaps the direction of the money power, in this country. Mr. Lucas writes:

"Rare books any one with money can have, for they are mostly in duplicate; but autographs and 'association books' are unique, and America is the place for them. I had known that it was necessary to cross the Atlantic in order to see the originals of many of the pictures of which we in London have only the photographs. I knew that the bulk of the Lamb correspondence was in America, and at Mr. Morgan's I saw the author's draft of the essay on 'Roast Pig,' and at Mr. Newton's, in Philadelphia, the original of 'Dream Children,' an even more desirable possession; I knew that America had provided an eager home for everything connected with Keats and Shelley and Stevenson; but it was a surprize to find at Mr. Morgan's so wide a range of manuscripts, extending from Milton to Du Maurier and from Bacon to 'Dorian Gray'; while at Mr. Huntington's I had in my hands the actual foolscap sheets on which Heine composed his 'Florentine Nights.'

"I ought, you say, to have known this before. Maybe. But that ignorance in such matters is no monopoly of mine I can prove by remarking that many an American collector with whom I have talked was unaware that the library of Harvard University is the possessor of all the works of reference—mostly annotated—which were used by Thomas Carlyle in writing his 'Cromwell' and his 'Frederick the Great,' and they were bequeathed by him in his will to Harvard University because of his esteem and regard for the American people, 'particularly the more silent part of them.'

"My hours in these libraries, together with a glimpse of the Widener room at Harvard and certain booksellers' shelves, gave me some idea of what American collectors have done toward making the New World a treasury of the Old, and I realized how more and more necessary it will be, in the future, for all critics of art in whatever branch, and of literature in whatever branch, and all students even of antiquity, if they intend to be thorough, to visit America. This I had guessed at, but never before had known.

"The English traveler lighting upon so many of the essentially English riches as are conserved in American libraries, and particularly when he has not a meager share of national pride, can not but pause to wonder how it came about—and comes about—that so much that ought to be in its own country has been permitted to stray.

"In England collectors and connoisseurs are by no means rare. What, then, were they doing to let all these letters of Keats and Shelley, Burns and Byron, Lamb and Johnson—to name for the moment nothing else—find their resting-place in America? The dollar is very powerful, I know, but should it have been as preeminently powerful as this? Need it have defeated so much patriotism?

"Pictures come into a different category, for every artist painted more than one picture. I have experienced no shade of resentment toward their new owners in looking at the superb collections of old and new foreign masters in the American public and private galleries, altho I may still be surprized that Lord Lansdowne, after selling Rembrandt's 'Mill' to Mr. Widener, was able to continue to call himself a trustee of our National Gallery; but so long as there are enough examples of the masters to go round, every nation should have a share. With manuscripts, however, it is different. Facsimiles, such as the Boston Bibliographical Society's edition of Lamb's letters, would serve for the rest of the world, and the originals should be in their author's native land. But that is a counsel of perfection. The only thing to do is to grin and bear it, and feel happy that these unique possessions are preserved with such loving pride and care. Any idea of retaliation on America on the part of England by buying up the manuscripts of the great American writers, such as Franklin and Poe, Hawthorne and Emerson, Thoreau and Lowell, Holmes and Whitman, was rendered futile by the discovery that Mr. Morgan possesses these too. I had in his library all the Breakfast Table series in my hands, together with a play by Poe not yet published."

Dwelling on "the beautiful solicitude with which these treasures are surrounded," Mr. Lucas insists that "the old country has something to learn from the new in the matter of distinguished custodianship." He writes:

"We have no place of national pilgrimage in England that is so perfect a model as Washington's home at Mount Vernon. It is perhaps through lack of a figure of the Washington type that we have nothing to compare with it; for any parallel one must rather go to Fontainebleau; but certain shrines are ours and none of them discloses quite such pious thoroughness as this. When I think of the completeness of the preservation and reconstruction of Mount Vernon, where, largely through the piety of individuals, a thousand personal relics have been reassembled, so that, save for the sightseers, this serene and simple Virginian mansion is almost exactly as it was, I am filled with admiration. For a young people largely in a hurry, to find time to be so proud and so reverent is a significant thing.

"Nor is this spirit of pious reverence confined to national memorials. Longfellow's Wayside Inn in Massachusetts, altho still only a hostelry, compares not unfavorably with Dove Cottage at Grasmere and Carlyle's house in Chelsea. The preservation is more minute. But to return to Mount Vernon, the orderliness of the place is not its least noticeable feature. There is no mingling of trade with sentiment, as at Stratford-on-Avon, for example. Within the borders of the estate everything is quiet. I have never seen Americans in church (not, I hasten to add, because they abstain, but because I did), but I am sure they could not, even there, behave more as if the environment were sacred. To watch the crowds at Mount Vernon, and to contemplate the massive isolated grandeur of the Lincoln Memorial now being finished at Washington, is to realize that America, for all its superficial frivolity and cynicism, is capable of a very deep seriousness."

A FORMIDABLE EDUCATIONAL "BOOM"

CULTURE USED TO "HUM" around Boston in times past; now the desire for it is seen to "boom," not only in New England, but throughout the country. During the last six years the number of college students has increased from 187,000 to 294,000. Mr. Julius H. Barnes, chairman of the Institute for Public Service, has put his statistics into a prophetic form that positively causes alarm. By the past six years' rate of increase, where shall we be in 1950? Institutions do not grow naturally by such leaps and bounds as must be predicted from the present phenomena. In 1950 a proportionate growth would bring us 1,138,000 in 210 institutions where 294,000 were enrolled last year. "Where will the money come from to educate these larger groups?" he asks. Afternoon and night classes at colleges and extension classes away from colleges, he thinks, would ease off some of the demands made upon the institutions. Here are some little problems in multiplication worked out by Mr. Barnes and given to the press:

> "The six-year increase since 1914 is equal to eighteen institutions the size of Columbia in 1914, or 100 colleges the size of Vassar. Taking the lower estimate for 1950, it means finding facilities over three times the total for 1920, at six or seven times the salary cost; it means adding 644,000 students or 200 colleges the size of Yale last year, sixty universities the size of California, 400 colleges the size of Oberlin, over 1,000 colleges the size of Williams, 1,400 colleges the size of Bryn Mawr. Even if these 210 colleges arrange to advance to 1,138,000 they will have reached only a small fraction of high-school graduates. . . .
>
> "Of 210 institutions only fourteen had fewer students than six years ago, losing, all told, 668 students, of which Hunter College, New York City, lost 108; Ohio University, Athens, 126, and Yale 81. In numbers the largest increase in six years was by the College of the City of New York, 6,800; University of California, 6,200; Boston University, 4,700. The smallest increase in any of the largest public universities was 855 by Mississippi and 750 by Cornell.
>
> "In percentage growth twenty-eight institutions more than doubled. Sweet Brier led with 334 per cent.; Boston University came next with 333 per cent.; Union, 324 per cent.; College of the City of New York, 293 per cent.; University of Arizona, 243 per cent.; Delaware State, 188 per cent."

The problem which confronts the country, says Mr. Barnes, has to do with "an attitude toward higher education which requires a far more extensive development of facilities than educational statesmanship of either public or private institutions has heretofore felt safe in proposing and promoting." But the money question which we saw last week as so acute in Germany as to make necessary the closing of certain ancient universities, will, in less degree, however, affect us. Mr. Barnes asks:

> "Will the money come from taxation, endowment, private gifts, and larger fees? Will some plan of deferred payments be found by which students, out of graduation earnings, will pay the full cost of educating themselves? Where will the throngs be housed? Must present universities grow or more universities be built? Will higher education be taken to or near all persons who have the ability and the ambition for it through junior colleges and extension courses, or will college education be denied to those who can not afford to leave home and work while acquiring it? Is there any way to divert a larger part of this flood of young Americans seeking higher education into teaching where a shortage threatens even higher education itself? What, if any, racial changes must be made in purposes and requirements? These and similar questions can not be answered until employers, parents, and educators of youths desiring higher education have thoroughly discust them. To stimulate such discussion is the purpose of this discussion upon which we are inviting comment and proposals by educational leaders."

Dr. Frank Crane, while not altogether facetious, suggests solutions that may be too much influenced by current politics. In the New York *Globe* he writes:

> "This presents the most interesting problem of all problems. For the most important crop we raise is men and women, and the most important thing in relation to them is their training.
>
> "Must the increase in schools depend upon private benevolence? Will the state and nation feel the obligation to make suitable appropriations for educational facilities? Or will this throng of youth have to be denied and sent back home?
>
> "One solution may commend itself to the politician. If we maintain our splendid isolation and refuse to combine with other countries in a pact to prevent war, we are liable at any time to be plunged into a conflict like the one we have recently passed through. Thus we can solve our difficulty by slaughtering our surplus youth.
>
> "On the other hand, if we keep out of war and quit preparing for war, we can easily save money enough to provide for our children."

Certain looked-for economic changes are relied on by the Detroit *News* to meet the situation:

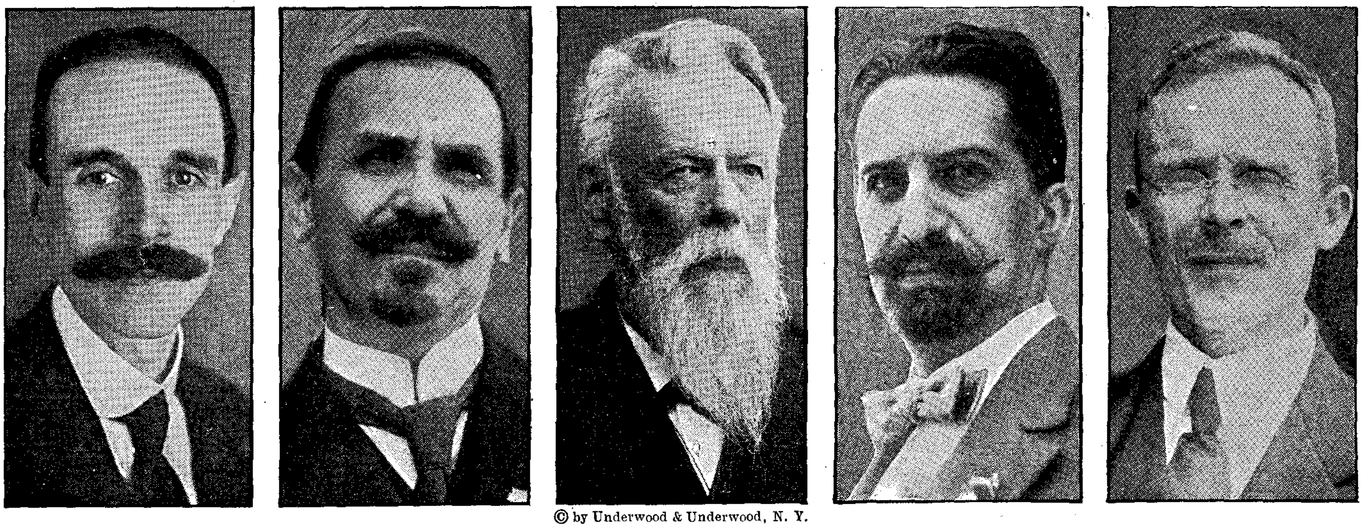
> "In this matter of increases, when one stops to think of it, enrolment in educational institutions is not exceptional. Since 1914 many other things have increased—taxes and wages and exports and the wearing of silk shirts and general prosperity and the leisure of people who never had leisure before.
>
> "Over in Kansas, surrounded by wheat-fields, is a little town called Olathe. The farmer boys and girls who graduated from the district schools found in the high school at Olathe an opportunity for higher education. Of late the institution has become especially popular, sharing that menacing growth in enrolment which Mr. Barnes observes. But the boys and girls no longer trudge in from the country or do they ride down on the farm-wagon. This year a ruling of the Olathe board of education forbade the parking of cars in the streets in the vicinity of the high school. The automobiles in which the farm boys and girls drive to school were interfering with traffic in the highways and had to be assigned to a special parking place in the rear of the building.
>
> "The thing that has happened in Olathe affects the whole country and accounts for the condition which is worrying Mr. Barnes. But it would hardly be logical because a boy who worked on the farm in 1914 for $1 a day this year gets $5 a day to argue that in six years more schoolboys will be demanding five times as much as to-day, or $25 for their daily wage. There are probably limits to the growth of some things. And it is also pretty safe to predict that when it becomes harder to buy automobiles, soft clothing, and college education, only those will have these things who are willing to toil earnestly and long for them and to suffer some very real hardships before they win out. It may be then that present educational institutions will take care of the crowds as in former days."

GROWTH OF 35 LARGE UNIVERSITIES, PUBLIC AND PRIVATE, EXCLUDING SUMMER AND EXTENSION STUDENTS, 1914–1920, ESTIMATED FOR 1950

BASED UPON RETURNS FROM 210 COLLEGES AND UNIVERSITIES TO INSTITUTE FOR PUBLIC SERVICE, JULIUS H. BARNES, CHAIRMAN

Publicly Supported	*Register 1919–1920*	*Increase Over 1913–1914*	*Predicted Numbers in 1950*
University of California	11,893	6,213	42,958
College of the City of New York	9,071	6,767	42,871
University of Michigan	8,560	3,040	23,760
University of Illinois	8,549	3,425	25,674
University of Minnesota	8,275	4,537	30,955
University of Wisconsin	7,294	2,608	20,334
Ohio State University	7,023	3,194	22,983
University of Washington	5,958	3,148	21,698
University of Nebraska	5,286	2,147	16,026
University of Louisiana	4,933	2,264	16,253
University of Texas	4,418	1,927	14,053
University of Missouri	4,222	855	8,497
Pennsylvania State College	4,194	1,454	11,464
Iowa State College	4,034	1,575	11,909
University of Kansas	5,589	1,252	9,850
University of Cincinnati	3,513	1,512	11,070
Oregon State Col. of Agriculture	3,442	1,863	12,757
Kansas State Col. of Agriculture	2,961	304	4,480
University of Oklahoma	2,608	1,600	10,610
University of Colorado	2,096	835	6,270
State College of Washington	2,037	868	6,380
PRIVATELY SUPPORTED			
Columbia	9,144	2,210	20,194
Temple	6,490	2,965	21,315
Northwestern University	6,585	2,457	18,870
Pennsylvania	6,449	2,705	19,974
Boston	6,082	4,677	29,472
Cornell	5,765	750	9,515
Harvard	5,373	1,007	10,408
George Washington	3,798	2,188	14,738
University of Southern California	3,012	705	6,540
Georgetown	2,139	650	5,389
Tulane	2,602	1,145	8,330
Johns Hopkins	2,014	977	6,901
Smith	2,011	373	3,876
Yale	3,157	81 (dec.)	—

RELIGION-AND-SOCIAL-SERVICE



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JEAN METEIL,
France.

G. K. STAITCH,
Jugo-Slavia.

DR. P. A. MING,
Switzerland.

C. W. SALEEBY,
England.

ROBERT HERCOD,
Switzerland.

EUROPEAN LEADERS OF THE FIGHT AGAINST ALCOHOL.

AMERICA LEADING TOWARD WORLD PROHIBITION

SCIENCE HAS JOINED HANDS with the Church in a world-wide prohibition movement, and among thirty nations represented at the recent meeting in Washington of the International Congress Against Alcoholism John Barleycorn was condemned by moralist, doctor, and scientist alike. The conference, which meets every two years, is composed of scientists, and it was from the physical standpoint that the effect of alcohol was principally discust and condemned. With sentiment unanimous that alcohol must be banned from pole to pole, the delegates generally declared that the rest of the world looked to the United States to lead in the movement. It is only another example of the authority wielded by the richest and most powerful nation in the world, says *The Christian Century* (Disciples), which warns us that "America has a responsibility to God in the way of world leadership which is only dimly perceived at this time, but which will grow clearer with the passing of time." Interviews and platform statements revealed, according to press dispatches, that prohibition has already gone further in many countries than the average American suspects. Scotland is now testing a form of "local option." England, it was explained, will be forced to prohibition soon as a measure for food conservation, which was one of the prime reasons for restrictions placed on the sale of alcohol during the war. In Holland some form of local option is soon to be enacted. France has banned absinthe, and temperance workers are trying to stop the manufacture and sale of all distilled liquors, and are said to be likely to succeed. In Italy plans are afoot to convert the grapes of the hillsides into food products instead of wine. There was no delegate from Germany, but a Swiss representative said that German beer has no more "kick" now than the "near" product of America. Three of the provinces of Mexico are under prohibition. Provincial legislation has practically outlawed the liquor traffic in Canada, including Newfoundland, tho Canada still remains a source of supply for her southern neighbor. Uruguay has a law which provides for temperance instruction in the public schools, and in other parts of South America the labor-unions are reported to have gone over to prohibition in several instances, and in one place to have refused to unload ships which contained liquor. The King of Denmark has signed prohibition laws for Iceland and Greenland, and offers to do the same for Denmark. The Cuban delegate said that his country had no alcoholic troubles, and, perhaps considering the fondness which some Americans display for Havana, added that Cuba had been misrepresented in this respect. Reports from Scandinavia were said to be encouraging to prohibitionists. In many areas in New Zealand, Australia, and Ceylon "no-license" has been secured by means of local veto, and "throughout India there is a general feeling that under further measures of Home Rule prohibition will be almost universal." The W. C. T. U. is doing a "very successful work" in Japan. One of the great facts which the Congress revealed, says Rev. Ferdinand C. Iglehart, who reported the conference for *The Christian Herald*, "is that Europe is moving against alcohol from the scientific and the economic side almost entirely." It was of striking moment that—

> "Men of science from some of the finest universities of Europe came with their arguments; physicians of renown told of their experiments in the laboratories and hospitals with a terrific indictment against alcohol as the murderer of mind and body. Statesmen, members of parliaments, came to tell what an enemy drink is to well-organized society, and what difficulties they meet in securing and enforcing laws against it. There was not a minister of the Gospel among the foreign delegates with perhaps one or two exceptions. In America the preacher has been the leader of the alcohol movement from the beginning. Father Mathew, the founders of the prohibition party, the organizers of the Anti-Saloon League, nearly all of them were ministers, and Frances Willard organized the Woman's Christian Temperance Union from a religious motive, and held most of her meetings in the Christian churches.
>
> "There was no disposition on the part of the American Christian to criticize the action of the European leaders for using the scientific and economic arguments mainly for the destruction of the liquor traffic, for God is in science and God is in economy, and we welcome our friends who assail the demand from the economic and scientific side. It must not be forgotten that the preachers and Christian people did not make much headway against alcohol till the scientists and scholars gave them the results of their experiments as weapons to be used against John Barleycorn."

"There was nothing fanatical in the addresses or discussions," writes William J. Johnson in *The Continent* (Presbyterian); "the speakers were earnest men and women, seeking facts, with minds open to the truth from any source." He notes further that—

> "The conference unmistakably showed that the world looks to the United States. We have been given 'the moral leadership of the world,' and all nations are watching us. Every foreign delegate frankly said that the enforcement of prohibition laws in this country would be the greatest aid America could give prohibition in other countries. They were inclined to speak of prohibition here as an experiment, not fully understanding that back of it is seventy-five years of education and agitation, and that it represents the solemn judgment of an overwhelming majority of American citizens. It is not an experiment; it is a demonstration, and America will prove to the world that the power of the people is mightier than the booze of the liquorites."

China, where inebriety is practically unknown, is taking steps to prevent American brewers from continuing operations in that country, we learn from *North China Commerce* (Tientsin). In this country the Prohibition League of Chinese Students in America has been established to that end, and is conducting an investigation to learn the amount of liquor now being consumed in China. Tho free American beer has already been distributed in Shanghai, the Chinese leaders are working "to prevent the use of intoxicants rather than to cure."

"DEGRADERS OF THE CHRISTIAN PULPIT"

LURID ADVERTISING cheapens the Church to the level of a side-street show, and the minister who must resort to slang and the stunts of a county fair in order to get an audience would seem to place little dependence in the power of the Gospel, lay writers to the religious press complain. Whistling women, free lunches, shady politicians posing as brilliant statesmen, moving pictures with an inoffensive smear of religion on them, represent some of the offerings in church notices observed by a layman who writes of them to *The Continent* (Presbyterian). "And the topics of the sermons!" he exclaims. "What poor, benighted heathen would even guess these performances had anything to do with Christianity?" These are church notices he observed in a Western paper: "Has God Got Your Number?" "The Wild-West Man"; "The Man in the Moon"; "Pussy-cat, Pussy-cat, Where Have You Been?" "A Wonderful Invention—a Lunch-Box, Hand Mirror, and Bathtub in One." The authors of these catch-phrases, we are told, are Presbyterians, Baptists, and Methodists, "all men of prominence in their respective denominations." On the other hand,

> "Happily there are hosts of ministers who are upholding the dignity of the Church, who are above this miserable vulgarization of religion, but the number of those who fill the church columns of the secular papers with their disgustingly sensational advertisements seems to be on the increase the country over. The church page is beginning to suggest a riot of department-store bargain-counters, a printers' ink scramble for business. It is beginning to be a noisome, indecent reek of commercialism.
>
> "What shall we do with these degraders of the Christian pulpit? We must either correct them to a belief in the power of the Gospel of Christ, or, in the event of our failure to do this, escort them out of the Gospel ministry."

W. C. E. Newbolt notes in the London *Post* with accents of despair that slang has invaded the pulpit. "We hear in sermons, in close juxtaposition with the most sacred things, the words and the phrases common in the camp and barrack, which the army chaplains brought home with them." And now "an oath or a profanity is not unknown; it adds point to the discourse, and wakens the languid interest of the audience."

O "BEE," WHERE IS THY STING?

THE BUSY "BEES" and strawberry festivals which yesterday furnished funds for the church and parsonage have to-day given way to saner and more ethical methods for the support of church work and the propagation of the Gospel. Tho it is no doubt true, says *The Christian Century* (Disciples), that we read the Bible less than did our fathers and mothers, are less faithful in attendance and in other ways apparently less loyal to the church as an institution, yet in the matter of giving, "twentieth-century church members seem to be far nearer the New Testament ideal than were even the recognized saints of an earlier day." Church expenses in the early time were low, and often they were grudgingly met. For instance:

> "In one pioneer church it was customary for the elders to take turns in preaching and the deacons in serving as janitor. A 'bee' supplied the necessary fuel, and the only item requiring cash was the communion wine. The most prosperous member, a bachelor, was asked to contribute fifty cents per year for this purpose. He was highly indignant. 'I haven't got any family,' he protested, 'and I don't go to meetin' regular. It's not fair to tax me as much as they do a man with a wife and children, all members and all partakin' frequent!' No doubt this was an extreme case, but it shows the spirit of the time.
>
> "The favorite financial method of our grandparents was that of the donation party, which might not have been a bad one, save as those who brought sausage and potatoes to the parsonage usually remained to consume their own contributions, leaving the preacher and his family to a disarranged house and an empty larder.
>
> "Next came the era of the strawberry festival, a method avowedly directed to two of man's primitive instincts—his desire for food and drink and his mania for taking chances. The method developed some unique types, or rather, perhaps, brought these types into prominence in church life. There was the overmastering female whose preeminence was due to her ability to sell people tickets over their protests. Her appearance on the main street of the town was an announcement that a church show of some sort was projected, and was further taken by business men as a warning signal, bidding them retire to their private offices. There was the jolly fellow about town, who seldom entered a church on other occasions, but whose social qualities made him invaluable as auctioneer and general promoter at all entertainments. There was the pretty girl whose complexion and smile elected her to sell 'chances' on the near-silver fruit-basket, and who jarred even the doubtful ethics of a church festival by advising her best young man to guess 'round about' the winning number. There was the grumbling husband, always in evidence the next day after an entertainment to declare that his wife wasn't allowed to work like that at home, and, by jiminy, he'd never again stand for her half-killing herself at one of these confounded church suppers!
>
> "That day has passed. Now, on a given date, well-instructed Christian men and women call upon the members of the church and ask them to make pledges, as the Lord has prospered them, for the work of the kingdom the wide world over. Thus far, at least, we are more scriptural than those who went before us. We have come a long, long way from the donation party and the strawberry festival."

BIBLE-READING IN THE BALKANS—Among the Balkan states the Bible is at a premium, and effort is being made to meet the increasing demand. Before the close of the war associations of Serbian soldiers were formed for the regular reading of the Bible, according to E. H. Broadbent, whose statement in *Echoes of Service* is quoted by *The Orient* (Constantinople). These Bible-reading soldiers are called "New Christians," and they are now scattered throughout the Serbian country, teaching the Gospel wherever they are. Elsewhere a similar movement is on foot:

> "In Greece, societies for the study of the Scriptures are springing up in town and country. In Bulgaria, a national society has been formed for the restoration of the nation, and the reading of the Bible is one of its first and fundamental means toward this end. In the Roumanian countries, now so extensive, a desire for the Word of God is shown such as has never been known before. The failure of transport has made it impossible for a long time to get Bibles into Roumania. Mr. Wiles and I listened

to a most affecting appeal in the depot of the British and Foreign Bible Society in Bucharest, from the colporteur who, with empty hands, stood and told how there was not a single Bible left, how Roumanians came every day in numbers pleading to have the Book, offering high prices for it, so that if it were known to-day that there were some thousands of Bibles there, they would all be sold in two or three days. The Bible Society is doing all that can be done to meet this need, but the difficulties are very great."

GOD'S PLACE IN THE SCHOOLROOM

TRUE EDUCATION can not be limited by "hampering restrictions that permit the child to be taught geography, but not about the God who made the earth; botany, but not about the God who clothed the flower; physiology, but not about the God who built the man; history, but not about the divine providence in human affairs," writes Judge Thomas C. T. Crain, of the Court of General Sessions of New York City. This jurist was so moved by the need for religious training of the young, according to *The Continent* (Presbyterian), that he purchased three columns of space in New York papers in which to argue the thesis that no child is rightly educated if he is not taught religious faith with his secular instruction. He believes it perfectly possible, as our authority summarizes his argument, "to arrange for religious teaching in the public schools which shall not outrage any parent's conviction and which shall give, as he says, equal and ample protection to Jew and Gentile." We are told further that "Judge Crain asks for 'open-minded conferences' with all sorts of people favorable to this movement, and such conferences certainly should result from his appeal not only in New York City, but in many other places where this frank and bold speaking will awaken equal or greater response." Others, too, have voiced the view that religious instruction should go hand in hand with secular education. As was noticed in these pages on August 14 the New York Board of Education offered to give a half-day a week to religious instruction in schools to be conducted by the various sects and denominations; but a "divided" Protestantism found itself, as a Reformed Church editor admitted, "shamefully unprepared and utterly unequal to the task." Since then, however, the subject of religious training, by whatever agency, has received a further impetus, and is being broached in many religious journals as one of the questions of the hour. Every medium of religious education—day-school, Sunday-school, church, and college—has its advocate. But, we are warned by Dr. Harold McAfee Robinson in *The Continent:*

"Let us not be deceived by this array of agencies at the church's disposal; the situation is very bad. Merely multiplying organizations will not be sufficient. Nor will merely devising the best methods of instruction or adapting them from the methods of public instruction. Method is important, but content is far more important. Christianity must be taught in its native purity and power. Children of the coming generation must be given such an organized knowledge of Christian history as will enable them to understand the unfolding of the purposes of God. They must receive an organized knowledge of Christian truth to which, whatever their experiences in life, they may turn for interpretation and strength. They must be introduced to the power of Christianity to bring men into communion with the living God, through Jesus Christ, and to keep them in it. They must be trained in the expression of Christian truth, in lives of service. All this must be done, and the Church must do it."

As the case stands against us, the very sort of education which was intended to make our system of government impregnable, writes Dr. Henry J. Herge in *The Intelligencer* (Reformed), "has, in most of the States, been abolished because of the rivalry of sectarianism; and naturally our children have become excellent material for the most appalling skepticism of higher institutions. Our schools are barred from reading and teaching the Bible because on a world view of religions Christianity might itself be called a sect. Yet ten out of twelve State Supreme Courts have in recent years declared that prohibition of sectarianism does not exclude the Bible."

In this situation, "as every one knows," laments *The Lutheran*, "education has been thrust down from the high seat of power upon which it once sat enthroned when it was linked with Christian faith, and to-day the higher schools beyond the control or influence of the Church are being manned more and more with a race of educators to whom the Gospel of Jesus Christ is foolishness just as much as it was to the learned Greeks." Therefore, additional emphasis must be placed on "the supreme importance and necessity of maintaining our church schools and bringing them to a higher state of efficiency than ever."

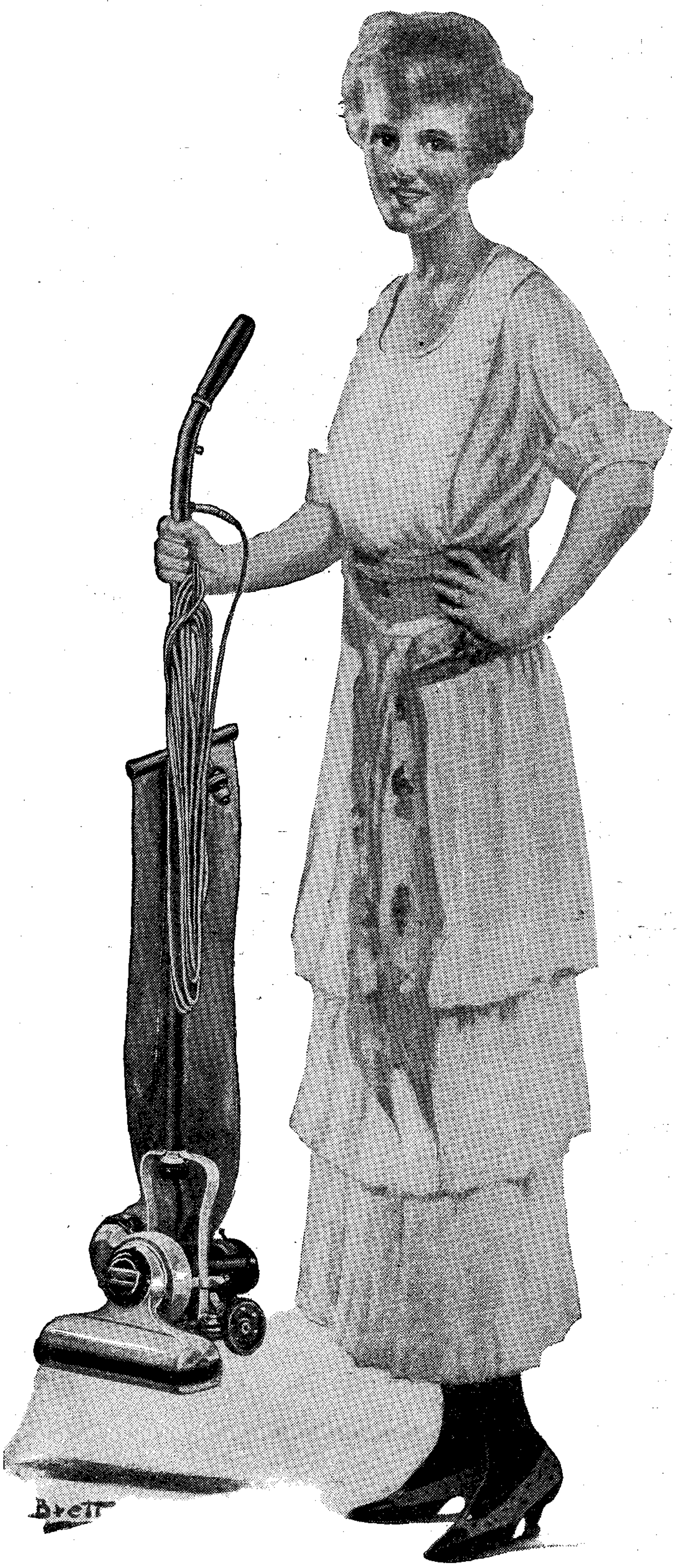
CZECHO-SLOVAKIA'S MORAL AWAKENING

AN INTELLECTUAL RENAISSANCE, a religious reformation, and a social revolution are moving Czecho-Slovakia to its depths, writes Sherwood Eddy in *The Congregationalist and Advance* after a personal study of conditions in "the first stabilized Republic of Central Europe." During the opening Bible hour conducted by him in the first student conference ever held in that country he discovered that to many of the students the very words "religion," "church," "Christianity," and even "Christ" had so long been connected with crime, tyranny, inquisition, and oppression that they had become anathema. The students were mostly atheists, freethinkers, agnostics, materialists. "But now, with splendid enthusiasm in their new discovery of Bible study, the prejudice of years is breaking down, and with the New Testaments the students come up asking for our autographs." He observed that—

"These students are the flower of the universities of the Czecho-Slovak Republic. There was a strong delegation from the University of Prague, with its 15,000 students, one of the oldest in the world, founded in 1348. All the leading institutions were represented. These Slav students present a unique type in the student world. Three elements are found in strange combinations in their character. There is first that deep, basic temperament of the Slav—mystical, with a tendency to Pantheism, somber, with a vast capacity for sacrifice and suffering, keen intellect, warm affection, and a deep religious yearning. Superimposed upon this the Czech students have a stratum of German rationalism, with a strong antipathy to the supernatural and a demand that everything should be proved at the bar of reason. They were far more thorough and searching in their mental processes than American students. Last of all, upon the surface there was a strong reaction against all organized religion as the result of the long centuries of oppression and persecution behind them; yet that deep, insatiable Slav heart hunger has ever yearned and reached out after God. Driven from the church, it has sought other channels of expression."

They wandered far and wide in their seeking. The writer had never known, save in Russia, "so large a proportion of students influenced by strange vagaries of thought, and driven into such tortuous channels of doubt as the result of their bitter experience of 'religion.'" But to-day these students "have adopted a new basis; a Christian Student Movement is now firmly established here. The fires that smoldered about John Huss have leapt again to flame in the liberty of the new Czecho-Slovak Republic, and God's truth is marching on." A great movement is under way in the Catholic Church to break away from Rome and establish a national Church, adds the writer, and—

"In five months about 200,000 have joined the movement. The whole nation is now in a state of transition. A national church like that of England may be formed. I have just met the national leader of this new movement. They have adopted for their services the national language; they stand for a married priesthood, an open Bible, and the whole position maintained by Huss at the beginning of the Reformation five centuries ago. . . . Thus in free Bohemia a nation is being born in a day. . . . The future is bright for the new Czecho-Slovak Republic."



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Real ease of operation and great power have been skillfully combined in the electric

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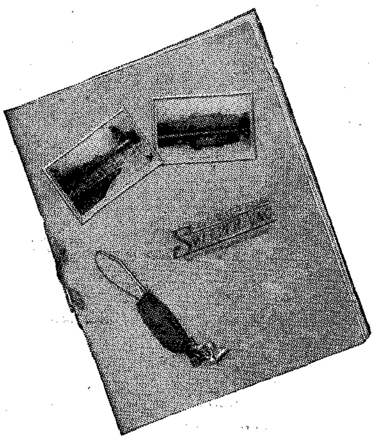
With Motor Driven Brush

Although more than the ordinary amount of motor power has been built into the ELECTRIC SWEEPER-VAC, yet it is scarcely, if any, heavier than machines that have 25% less motor efficiency.

The excellence of its motor is of such high degree that the SWEEPER-VAC has as powerful suction as any cleaner known to us and at the same time added to it a Motor Driven Brush.

One result is that the ELECTRIC SWEEPER-VAC removes from rugs all lint, threads and hairs that some cleaners leave behind them.

Another result is that the ELECTRIC SWEEPER-VAC does just as thorough cleaning on upholstery and mattresses as it performs on rugs and carpets.



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You owe it to yourself to have one of these books before you decide which vacuum cleaner to buy.

We suggest that you write us, both for this book and the name of the dealer who sells the SWEEPER-VAC in your town.

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CURRENT-POETRY

SOMETHING in the present generation seems to revolt them as far as possible from their forebears. This is especially true where the poetic strain persists in the same family. We see how far Aldous Huxley has traveled from his grandfather, Matthew Arnold. Miss F. Tennyson Jesse has also turned away from the suavities of her granduncle. Notice this in "The Happy Bride" (Doran):

ST. LUDGVAN'S WELL

[Legend says that the water of St. Ludgvan's Well, in Cornwall, has power to protect from the hangman's rope all children baptised with it.]

By F. Tennyson Jesse

Clear as drops of blood the currants gleam on the bushes,
Red of poppy and sanfoin winks from the ripening grass,
All the world is stained wine-red by the setting sun—
Redder than any of these is the blood of the man I have killed.
The bell
Of slow-moving cow down along in the lane, sounds like
A knell.

Let me in, my lass, for fast the evening is falling;
To me the day and the night will soon alike be gray,
Soon the hempen halter will close about my neck—
Lass, to-night let it be your arms that are clinging around it.
He fell
Your name in his mouth—and the mouth of you will haunt me within
My cell.

Lass, the bed is of quicklime that all too soon will enfold me;
Just to-night may your breast be my more pitiful pillow:
And since the life is vain that can leave no life behind it,
To set a child of mine facing the sun and the winds I'll sell
My chance of escape—my body to Bodmin Jail, and my soul
To Hell.

Then on you, who are woman of mine, I'll lay a last bidding—
See the babe is christened in water from Ludgvan's spring;
Never for him will the hangman knot his rope of hemp,
Or you again go in sorrow because of the neck of a loved one.
The well
Of Ludgvan has power; and only for me will sound in a prison
The knell.

It seems to be coming in fashion to decry the men we praised so much during the war. Brooke and Seeger had a splendid amount of posthumous fame, and some appear already anxious to make them pay for it. But they will not be forgotten, and Brooke gets in *To-Day* (London) an added wreath:

RUGBY: 1917

By Wilfrid Wilson Gibson

I

All day the droning of the aeroplanes,
Above the hot brick buildings in the blaze,
That in their skyey gliding seemed to graze
The air to fiercer fire above gilt vanes,
Sleek purple roofs, sharp-pricking spires and towers
Of glowing mottled brick; and through my head
That droning hums and purrs as aching red
And staring blue trail by the unending hours.

But under silvery olive-trees he sleeps
Tombed in a hill of marble on the Isle
Of Skyros that once, veiled in shimmering rain,
I saw in passing. On the rosy steeps
And silvery trees he looked a little while;
Then turned to slumber, never to wake again.

II

He slumbers: but his living words sing on,
Lighting for ever the dark hearts of men,
The hearts of men on whom his presence shone
Living, who'll never see his like again
In this world, and strange hearts that caught no gleam
Of the golden spirit until his radiant death
Blazoned it over all the earth, a breath
Of singing fire from sunset seas of dream.

O singing fire, O starry words that sang
A moment through his lighted blood, and live
When he who gave you loving life is dead,
For ever to that fallen golden head
And the laughing golden heart from which you sprang
Starry and singing and deathless life you give.

The Laureate of England refused to write poems to order during the war, no matter what the impelling occasion. He could hardly be expected to remain unmoved by the ironic spectacle of the surrender of the German ships. His last volume, "October, and Other Poems" (Knopf), contains this:

"DER TAG": NELSON AND BEATTY

A Broadsheet

By Robert Bridges

I.

No doubt 'twas a truly Christian sight
When the German ships came out of the Bight,
But it can't be said it was much of a fight
That gray November morning;
The wonderful day, the great *Der Tag*,
Which Prussians had vow'd with unmannerly brag
Should see Old England lower her flag
Some gray November morning.

II

The spirit of Nelson, that haunts the Fleet,
Had come whereabouts the ships must meet,
But he fear'd there was some decoy or cheat
That gray November morning,
When the enemy, led by a British scout,
Stole 'twixt our lines . . . and never a shout
Or a signal; and never a gun spoke out
That gray November morning.

III

So he shaped his course to the Admiral's ship,
Where Beatty stood with hand on hip,
Impassive, nor ever moved his lip
That gray November morning;
And touching his shoulder, he said: "My mate,
Am I come too soon or am I too late?
Is it friendly maneuvers or pageant of state
This gray November morning?"

IV

Then Beatty said: "As Admiral here,
In the name of the King I bid you good cheer:
It's not my fault that it looks so queer
This gray November morning;
But there come the enemy all in cues;
They can fight well enough if only they choose;
Small blame to me if the fools refuse,
This gray November morning.

V

"That's Admiral Reuter, surrendering nine
Great dreadnoughts, all first-rates of the line;
Beyond, in the haze that veils the brine
This gray November morning,
Loom five heavy cruisers, and light ones four,
With a tail of destroyers, fifty or more,
Each squadron under its Commodore,
This gray November morning.

VI

"The least of all those captive queens
Could have knock'd your whole navy to smithereens
And nothing said of the other machines,
On a gray November morning,
The aeroplanes and the submarines,
Bombs, torpedoes, and *Zeppelins*,
Their floating mines and their smoky screens,
Of a gray November morning.

VII

"They'll rage like bulls sans reason or rime,
And next day, as if 'twere a pantomime,
They walk in like cows at milking-time,
On a gray November morning.
We're four years sick of the pestilent mob;
—You've heard of our Biblical *Battle in Gob*—
At times it was hardly a gentleman's job
Of a gray November morning."

VIII

Then Nelson said: "God bless my soul!
How things are changed in this age of coal;
For the spittle it isn't with you I'd condole
This gray November morning.
By George! you've netted a monstrous catch:
You'll be able to pen the best dispatch
That ever an Admiral wrote under hatch
On a gray November morning.

IX

"I like your looks and I like your name:
My heart goes out to the old Fleet's fame,
And I'm pleased to find you so spry at the game
This gray November morning.
Your ships, tho I don't half understand
Their build, are stouter and better mann'd
Than anything I ever had in command
Of a gray November morning."

X

Then Beatty spoke: "Sir, none of my crew,
All bravest of brave and truest of true,
Is thinking of me so much as of you
This gray November morning."
And Nelson replied: "Well, thanks f' your chat.
Forgive my intrusion! I take off my hat
And make you my bow . . . we'll leave it at that,
This gray November morning."

One does not miss the poignant note of pity even tho the facts that Mr. Robinson invokes are in the minor key. His latest volume, "The Three Taverns" (Macmillan) contains this, which is almost more sardonic than pityful:

INFERENTIAL

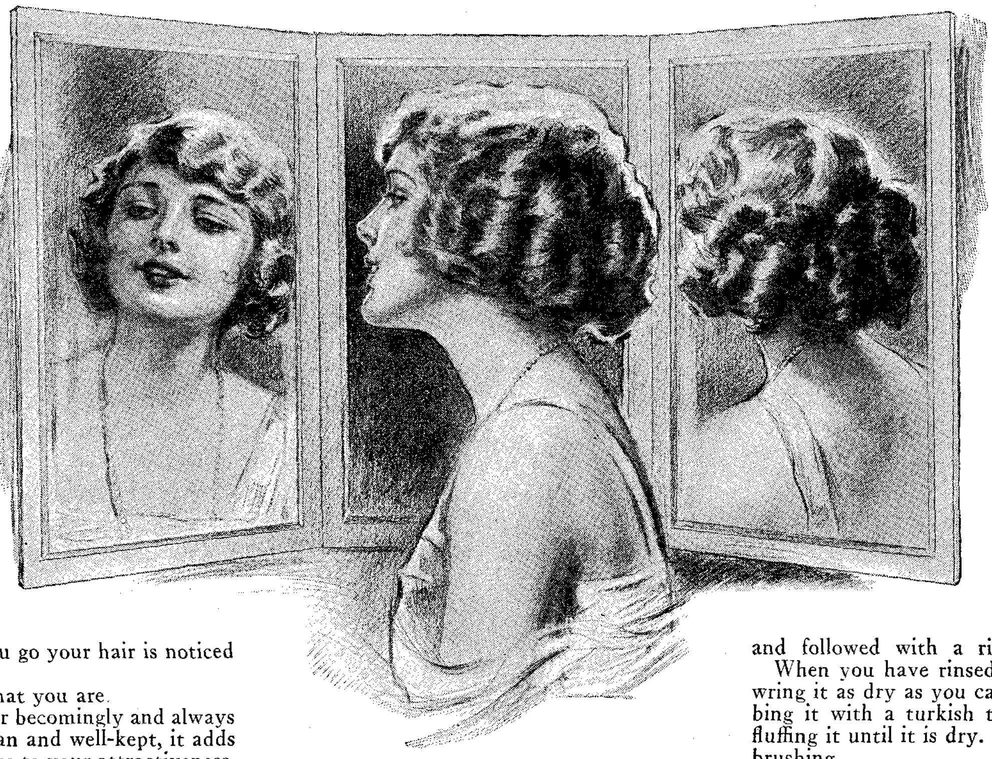
By Edwin Arlington Robinson

Altho I saw before me there the face
Of one whom I had honored among men
The least, and on regarding him again
Would not have had him in another place,
He fitted with an unfamiliar grace
The coffin where I could not see him then
As I had seen him and appraised him when
I deemed him unessential to the race.

For there was more of him than what I saw.
And there was on me more than the old awe
That is the common genius of the dead.
I might as well have heard him: "Never mind
If some of us were not so far behind,
The rest of us were not so far ahead."

Why You Must Have Beautiful Well-Kept Hair to be Attractive

Illustrated by WILL GREFÉ



EVERYWHERE you go your hair is noticed most critically.

It tells the world what you are.

If you wear your hair becomingly and always have it beautifully clean and well-kept, it adds more than anything else to your attractiveness.

Beautiful hair is not a matter of luck, it is simply a matter of care.

Study your hair, take a hand mirror and look at the front, the sides, and the back. Try doing it up in various ways. See just how it looks best.

A slight change in the way you dress your hair, or in the way you care for it, makes all the difference in the world in its appearance.

In caring for the hair, shampooing is always the most important thing.

It is the shampooing which brings out the real life and lustre, natural wave and color, and makes your hair soft, fresh and luxuriant.

When your hair is dry, dull and heavy, lifeless, stiff and gummy, and the strands cling together, and it feels harsh and disagreeable to the touch, it is because your hair has not been shampooed properly.

When your hair has been shampooed properly, and is thoroughly clean, it will be glossy, smooth and bright, delightfully fresh-looking, soft and silky.

While your hair must have frequent and regular washing, to keep it beautiful, it cannot stand the harsh effect of ordinary soaps. The free alkali in ordinary soaps, soon dries the scalp—makes the hair brittle and ruins it.

That is why discriminating people use Mulsified Cocoanut Oil Shampoo. This clear, pure and entirely greaseless product, cannot possibly injure and it does not dry the scalp, or make the hair brittle, no matter how often you use it.

If you want to see how really beautiful you can make your hair look, just

Follow This Simple Method

FIRST, wet the hair and scalp in clear, warm water. Then, apply a little Mulsified Cocoanut Oil Shampoo, rubbing it in thoroughly all over the scalp and throughout the entire length, down to the ends of the hair.

Rub the Lather in Thoroughly

TWO or three teaspoonfuls will make an abundance of rich, creamy lather. This should be rubbed in thoroughly and briskly with the finger tips, so as to loosen the dandruff and small particles of dust and dirt that stick to the scalp.

When you have done this, rinse the hair and scalp thoroughly, using clear, fresh water. Then use another application of Mulsified.

You can easily tell, when the hair is perfectly clean, for it will be soft and silky in the water.

Rinse the Hair Thoroughly

THIS is very important. After the final washing the hair and scalp should be rinsed in at least two changes of warm water and followed with a rinsing in cold water.

When you have rinsed the hair thoroughly, wring it as dry as you can; and finish by rubbing it with a turkish towel, shaking it and fluffing it until it is dry. Then, give it a good brushing.

After a Mulsified shampoo, you will find the hair will dry quickly and evenly and have the appearance of being much thicker and heavier than it is.

If you want to always be remembered for your beautiful well-kept hair, make it a rule to set a certain day each week for a Mulsified Cocoanut Oil Shampoo. This regular weekly shampooing will keep the scalp soft, and the hair fine and silky, bright, fresh looking and fluffy, wavy and easy to manage, and it will be noticed and admired by everyone.

You can get Mulsified Cocoanut Oil Shampoo at any drug store or toilet goods counter. A 4-ounce bottle should last for months.

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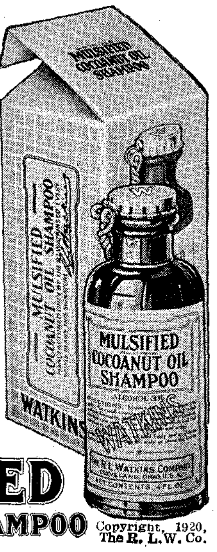
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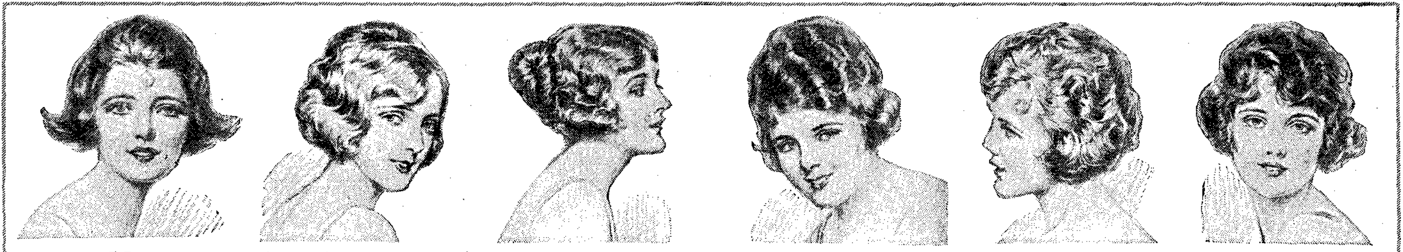

Your Hair Should be Dressed so as to Emphasize Your Best Lines and Reduce Your Worst Ones.

Begin by studying your profile. If you have a pug nose, do not put your hair on the top of your head; if you have a round, fat face, do not fluff your hair out too much at the sides; if your face is very thin and long, then you should fluff your hair out at the sides. The woman with the full face and double chin should wear her hair high. All these and other individual features must be taken into consideration in selecting the proper hairdress. Above all, simplicity should prevail. You are always most attractive when your hair looks most natural—when it looks most like you.

PROBLEMS · OF · DEMOCRACY

Prepared for THE LITERARY DIGEST and especially designed for School use

WHO SHALL VOTE—AND HOW?

ON THE MOMENTOUS FIRST TUESDAY after the first Monday in November we vote—some of us. Whole classes are forbidden to. Minors, criminals, lunatics, residents of the District of Columbia, newcomers from abroad, alien Chinese, and such Indians as still cling to their tribes are all denied the right of suffrage. Meanwhile, as Prof. Albert Bushnell Hart reminds us in "Actual Government under American Conditions," it is "the almost universal practise" to "require a man to reside in a State one year before he can vote, and to reside in a voting district for thirty or sixty days." Moreover, "tho the holding of real estate has long since disappeared as an absolute requisite for voting, a tax qualification still continues in many States. There is a small poll-tax requirement in Pennsylvania, and in many of the Southern States. Religious disqualifications appear in a few State constitutions, which provide that no person shall vote who does not believe in a God and a future life. Under the laws of the United States, habitual polygamy, even tho claimed to be a part of religion, excludes from the suffrage in territories, and this is also the case in Utah and Idaho." In about two-thirds of the States there are laws disfranchising those who give or receive bribes. And, finally, there are educational requirements. "Connecticut, Massachusetts, Maine, Wyoming, Washington, and Delaware have each a genuine educational clause, by which, in order to vote, a man must be able to read at least a section of the Constitution, and to write—usually his own name: thousands of people will not put their capacities to the test."

So far, the array of requirements for voting appears to involve no very disturbing problem of democracy. But read on. "In Mississippi, Alabama, South Carolina, and Virginia, since 1890, a so-called educational qualification has been inserted into new constitutions, the usual form being that an elector shall be able to 'read or understand' the clauses of the State constitution. The real purpose of these provisions is to disfranchise the negro, since the white election officer is with great difficulty persuaded that any negro 'understands' the constitution."

Here, beyond question, we are face to face with a real and serious problem of democracy, for negro disfranchisement in the South is not directly a violation of the Federal Constitution. Its celebrated Fifteenth Amendment provides merely that "The right of citizens of the United States to vote shall not be denied or abridged by the United States or by any State on account of race, color, or previous condition of servitude." And yet, as Professor Corwin points out in "The Constitution and What It Means To-day," the right "may be denied upon other grounds, such, for instance, as that of illiteracy; and, in fact, most of the Southern States have imposed such tests, which, in their practical application, usually abridge the right of the negro to vote very seriously." What then? The Southern white man believes that negro suffrage, if generally permitted, would ruin the South. The negro, deprived of his vote, thinks himself defrauded and opprest. And, as Professor Corwin reminds us, "Laws of this character render a State liable to have its representation in Congress reduced," for the Fourteenth Amendment declares, "When the right to vote at any election for the choice of electors for President and Vice-President of the United States, Representatives in Congress, the executive and judicial officers of a State, or the members of the legislature thereof, is denied to any of the male inhabitants of such State, being twenty-one years of age, the citizens of the United States, or in any way abridged, except for participation in rebellion, or other crime, the basis of representation therein shall be reduced in the proportion which the number of such male citizens shall bear to the whole number of male citizens twenty-one years of age in such State."

Do restrictions of suffrage allow too few Americans to vote? If so—and, indeed, in any case—it is to be remembered that they represent in the main a reaction against an order of things, since abolished for the most part, when by far too many and too questionable votes found their way into the ballot-box. "Vote early and often" is now as out-of-date an adage, almost, as "Take their money, boys, and vote as you like." We no longer use the "tissue ballot," which enabled a single voter to insert a dozen or more at once. In New York State it is no longer thought necessary to provide glass ballot-boxes as a precaution against "stuffing," tho time was—not so very far back, either—when here and there a ballot-box got nicely stuffed with ballots before the voters arrived. Registration, numbered ballots, official watching, and official counting have brought us to the point where little suspicion remains that elections are seriously tampered with in the process of depositing votes and determining the result. Even demands for a "recount" seldom disclose a scandal of astonishing proportions.

For our great advance toward honest elections we are indebted largely to the Australian ballot system, and it is curious to note how informal were certain of the arrangements it supplanted. Says Professor Hart; "In the State of Kentucky, until the new constitution of 1891, some of the elections in rural communities continued *viva voce:* in Jackson County, for instance, the election for sheriff consisted in arranging the friends of one candidate on horseback on one side of the road and the friends of the other candidate on the other side, and the longest line got the election. At present in every State all elections must be by ballot; first, to make possible a secret vote, and, secondly, to preserve the evidence of the vote cast." But why not vote by machinery? The thing has been tried. "Several mechanisms have been perfected, under which a man may vote by going into a booth and pulling a lot of knobs, one for each candidate." However, "voting-machines make their way slowly, partly because of their expense; partly because, if they get out of order, it is difficult to keep up the election; and partly because they make unnecessary the force of election officers who are accustomed to get a large day's wage."

Where but at the voting-booth could certain of those officers "get a large day's wage"? By no means ornamental persons, they give the booth a dowdy, not to say a disreputable, appearance, we are told, whereas the place is much too dowdy at best, and the author of "Understanding the French" would have us adopt the French system, which invites citizens to the stately town-hall on election day and surrounds voting with the magnificence of a superb and highly dignified function.

But voting in America is at least clean and straight, for the most part, and, in point of expeditiousness, the counting of the ballots is equaled only by the fever of concentrated energy in newspaper offices. "Extra" follows "extra" with headlong rapidity. Within six hours after an election, as a rule, the whole country knows which side has won. And if voting lacks something of dignity—that is, in its outward details—rare, indeed, are accounts of election brawls or riots, and next morning the defeated cohorts take their humiliation in capital good part, considering. "We must remember," say the opposition newspapers, "that this man is not merely the President of the majority, but the President of the American people in their entirety. We wish him well." Generally they continue to wish him well—until Inauguration day.

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WORLD-WIDE-TRADE-FACTS

JAPANESE-AMERICAN TRADE RELATIONS

JAPANESE COMPETITION in our domestic markets does not menace American industry, the National Bank of Commerce in New York declares in its *Commerce Monthly*. On the other hand, an examination of the trade of Japan with the United States since 1914 emphasizes the important economic relationship between the two countries, and, according to the bank, indicates the desirability of maintaining satisfactory mutual trade relations between them.

"The possibility of such competition on a considerable scale," says *Commerce Monthly*, "is to be determined partly by general conditions, and partly by specific conditions in those industries where Japanese competition seems most likely.

"The first factor is distance. Yokohama is 4,536 nautical miles from San Francisco, 9,699 miles from New York via the Panama Canal, and 8,414 statute miles by water and rail route via San Francisco. Freight-charges are not a large item in the case of articles the value of which is high in relation to weight, but it is obvious that the distance makes Japanese competition a negligible factor in the heavier classes of commodities which the United States is fitted to produce either by reason of natural resources or the character of the labor supply. It is true that Japanese competition is a much more important factor on the Pacific coast than on the Atlantic seaboard, but it is likewise true that about 90 per cent. of the population of the United States, and hence approximately the same percentage of purchasing power, is east of Denver, so that the relatively more advantageous position of Japan on the Pacific coast is not to be regarded as constituting a serious threat to American industry.

"The second factor by which the competitive ability of the Japanese is to be measured is the relative labor cost. Ten years ago the labor cost entering into Japanese manufactured products may have been notably lower than the labor cost in the United States. Whether or not this was the case can not be said to have been proved, as wages in terms of money are not a criterion.

"In recent years, however, great changes have taken place in the labor situation in Japan. Prices have risen even more rapidly than in the United States. Wages of necessity have advanced to meet the increased cost of living. Moreover, Japanese labor is slowly growing out of its passive orientalism and the standard of living is rising. Altho it is probable that the efficiency of Japanese labor is improving as a result of changing conditions, the gain has not yet been great enough to offset the increased money cost which has taken place. American manufacturers, therefore, should not be at any marked disadvantage as far as sales in the United States are concerned.

"Imports from Japan cover a wide and interesting range. The principal articles which we import regularly are articles which we do not produce ourselves because of conditions which make production unprofitable, such as silk, tea, and camphor, or such commodities as we do not produce in sufficient quantity for domestic use, as beans, peas, soya-bean oil, peanuts for oil, and braid for hats. A large share consists of a miscellaneous type of small wares which are usually thought of as 'oriental goods'—typical Japanese products.

"Our heavy purchases enable Japan in turn to buy from the United States many raw, semimanufactured, and manufactured materials which the United States produces or can produce in excess of domestic needs. Examples are raw cotton, iron and steel, machinery, and engines, kerosene-oil and chemicals. In other words, there is a sound basis for an exchange of commodities between the two countries to their mutual advantage.

"The character of Japanese imports into the United States indicates that American manufacturers need not fear destructive competition from Japan, while exports from the United States to Japan are of sufficient importance to American producers to render desirable the maintenance of satisfactory mutual trade relations between the two countries."

Japanese green teas find their most important market in the United States. A large share of Japanese camphor, which constitutes the bulk of the world's camphor supply, also goes to the United States, where it is chiefly used in the manufacture of celluloid.

Of particular interest is the recent history of the toy and pottery industries of Japan. Before the war Germany was the leading manufacturer of toys among occidental countries. When the war cut off the German source of supply, the Japanese toy industry began to expand rapidly to meet the unsatisfied demand in the United States and elsewhere. In the fiscal year 1914, German imports of toys into this country were valued at $7,718,854, while Japanese imports were but $436,931. In the year ending December, 1919, imports from Japan amounted to $1,752,746, while imports from Germany were negligible.

TABLE A—FOREIGN TRADE OF THE UNITED STATES IN RELATION TO TRADE WITH JAPAN, 1911 TO 1920

Fiscal Year Ending June 30	*Total Imports* —*Amount (in millions)*—	*Imports from Japan*	*Per Cent. of Total*	*Total Exports* —*Amount (in millions)*—	*Exports to Japan*	*Per Cent. of Total*
1911...	$1,527	$79	5	$2,049	$37	2
1912...	1,653	81	5	2,204	53	2
1913...	1,813	92	5	2,466	58	2
1914...	1,894	107	6	2,365	51	2
1915...	1,674	99	6	2,769	42	2
1916...	2,198	148	7	4,333	74	2
1917...	2,659	208	8	6,290	130	2
1918...	2,946	285	10	5,920	268	5
1919...	3,096	304	10	7,232	326	5
1920...	5,239	527	10	8,111	453	6

TABLE B—VALUE OF LEADING IMPORTS INTO THE UNITED STATES FROM JAPAN

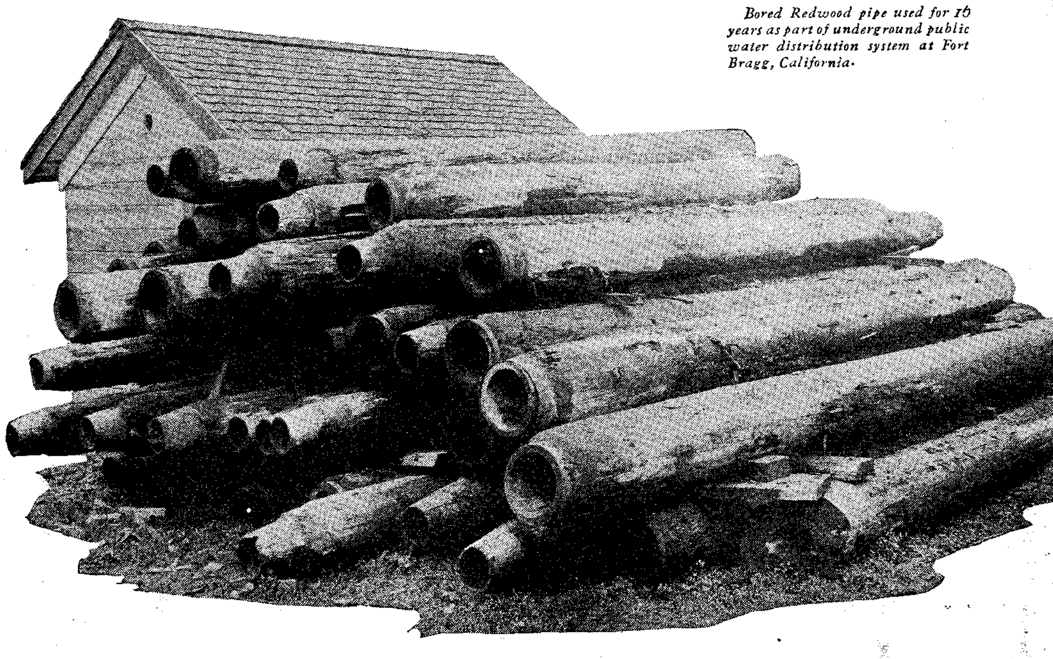
Commodity	*Fiscal Year 1914*	*Calendar Year 1919*	*Jan. to June 1920*
Beans, lentils, and peas	*$352	*$14,037	*$1,734
Brushes, feather dusters, hair pencils, etc.	666	2,525	1,551
Camphor	1,073	4,305	1,730
China, parian, porcelain, and bisque (decorated)	2,211	1,827	1,631
Cotton cloths	196	848	1,233
Fibers and manufactures of	627	1,140	(*a*)
Fish, including shell fish	973	2,991	(*a*)
Hats and bonnets of straw, grass, palm-leaf, etc	1,609	568	1,066
Hats, material for	3,589	3,476	3,694
Matting and mats for floors, of straw, etc.	1,280	3,257	3,304
Paper and paper manufactures	523	867	(*a*)
Peanuts	409	1,534	7,963
Potash, carbonate of	......	19	86
Rice, rice-flour, and meal	1,883	2,267	1,002
Seeds	87	1,614	(*a*)
Silk, raw, in skeins	71,345	256,114	155,325
Silk fabrics, woven in the piece	3,031	26,013	22,688
Tea	7,217	10,219	1,794
Toys	437	1,753	2,170
Vegetable oils:			
Soya-bean	314	10,517	5,129
Cocoanut	......	11,845	347
Peanut	(*b*)	13,058	10,983
Walnuts	30	317	406
Wood, manufactured products	1,138	798	(*a*)

*000 omitted.
(*a*) Not available.
(*b*) Value of peanut-oil, $66.

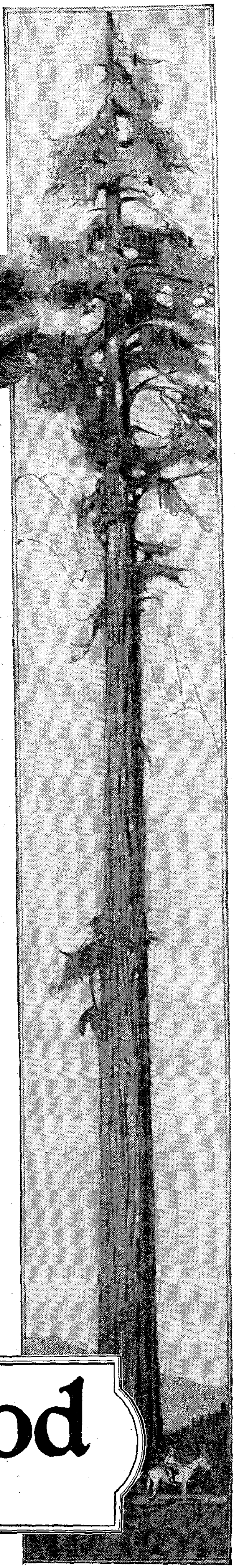
TABLE C—VALUE OF LEADING EXPORTS FROM THE UNITED STATES TO JAPAN

Commodity	*Fiscal Year 1914*	*Calendar Year 1919*	*Jan. to June 1920*
Automobiles:			
Commercial	*$1	*$1,736	*$885
Passenger	101	2,890	1,782
Cotton, unmanufactured	24,146	149,716	122,676
Dyes and dyestuffs	......	3,197	5,012
Fir lumber	247	1,046	2,207
Iron and steel:			
Bars and rods of steel, including wire rods	92	13,949	11,835
Nails, wire	167	1,805	1,805
Pig iron	23	1,909	440
Pipes and fittings, cast and wrought	2,251	4,044	2,816
Plates and sheets, steel	141	24,800	15,819
Rails of steel	503	9,621	5,915
Sheets, galvanized iron and steel	214	757	814
Ship and tank plates, punched and shaped	(*a*)	12,655	332
Structural iron and steel	269	4,360	3,178
Tin plates, terneplates and taggers' tin	14	8,380	6,705
Wire, including barbed wire	35	3,399	3,268
Leather:			
Goat and kid	50	1,178	170
Sole	289	1,459	1,639
Machinery:			
Electric dynamos	869	1,054	341
Electric motors	829	1,068	692
Metal-working machinery	120	5,383	2,279
Sewing-machines	126	1,815	1,595
Textile machinery	11	3,624	3,057
Typewriting machines	42	231	166
Milk, condensed and evaporated	18	648	329
Mineral oils:			
Fuel and gas	(*b*)	432	428
Gasoline	(*b*)	391	1,524
Illuminating	4,757	3,258	3,765
Lubricating	541	1,336	1,754
Paints, colors, and varnishes	93	602	(*a*)
Printing paper, news and other	35	2,716	735
Soda-ash and caustic soda	(*a*)	3,036	2,711
Tobacco leaf	600	2,364	3,344
Wheat and wheat flour	7,001	28	1,196
Wool and manufactures of	39	985	2,250

*000 omitted.
(*a*) Not available.
(*b*) Less than two hundred dollars.



Bored Redwood pipe used for 16 years as part of underground public water distribution system at Fort Bragg, California.



A Hard Test for Wood

Six-inch bored Redwood pipe used for 16 years as part of an underground water distributing system. Then piled, as shown above, in the weather for ten years! Still perfectly sound, and now used as part of the water system on a ranch. The rancher says he believes they will outlast new iron pipe for his purpose.

Nature has provided Redwood with a *preservative* which prevents the growth of decay-producing fungi.

This unusual quality renders Redwood unexcelled for all sorts of construction exposed to earth, chemicals, weather or moist atmosphere, such as siding, weather boards, shingles, mudsills, foundation posts, curbing, fence posts, flumes, culverts, pipes, tanks, vats, silos, mill roofs, and scores of specialty products, such as beehives, battery separators, casket shells and boxes, greenhouse and garden furniture, etc.

Redwood also resists fire, because free from pitch or resin — a valuable quality in wood. And because of its porous nature, Redwood takes and holds paint exceptionally well. It is easily worked and when properly seasoned will not shrink, warp, or swell.

Gradually increasing knowledge of the unusual and peculiar properties of Redwood for many building, industrial and specialty purposes, has resulted in a demand for this lumber to the extent of taxing the present facilities of the Redwood mills. The mills are making every effort to enlarge their production to take care of the increased demand. There has also been a persistent demand from lumber users and prospective users for further information about this remarkable wood, and this series of advertisements is for the purpose of providing such information

CALIFORNIA REDWOOD ASSOCIATION
714 EXPOSITION BUILDING, SAN FRANCISCO

California Redwood
Resists Fire and Rot

PERSONAL GLIMPSES

THOMAS C. MILLAR

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THE OLD WORLD AT THE THRESHOLD OF THE NEW.

Fairy-tales in plenty still cluster about the land back of the great cubical buildings and spires that lie across the bay from Ellis Island, but the postwar immigrant is said to be much better grounded in American conditions than was his predecessor of six years ago.

ENTER—THE NEW IMMIGRANT

THE IMMIGRANT, as certain wise ones have been predicting since the day when the armistice was signed, is very much with us again—and so are his sisters, his cousins, his aunts, and all his other relatives. Ellis Island is a beehive of swarming visitors from nearly every country under the sun. To-day, according to estimates made by government officials, the incoming tide of nations is in excess of the rate in the peak days of prewar immigration.

This new influx is wiser, as well as larger, than the old. Gone are the good old days when the immigrant, standing with his shovel and bag on the gang-plank of the ferry, asked, "Where is the gold?" No longer are there any credulous purchasers for the Brooklyn Bridge or the Interborough Subway. The new immigrant, says English Norman, writing in the Cincinnati *Enquirer*, has a knowledge of America that is astonishing. There is a special reason in one quarter, at least:

> "The $1,000,000 that was spent in Russia alone on propaganda for the Russian people played no small part in this education. The story is told of five young Polish stowaways who landed in New York and were naked as the proverbial jay-bird. Newspapers were their only pretense of clothing. But their first question was, "Has the American Senate accepted the League of Nations?"

The new immigrant no longer brings his supply of polite foreign replies and salutations. "Hello" and "Yep" and "Nope" are a part of the teaching that went abroad with more than a million young Americans in khaki about two years ago. They know that we have a Constitution, and that amendments have been made to it, including an arid Eighteenth. Because the present cost of a steerage passage equals the first-cabin rates of four years ago, the immigrants now coming have more money and come, by and large, from a slightly higher social stratum. But there are touches of the tragedy of poverty, too, among them—of tragedy the more terrible because it represents not isolated cases but national calamities. Konrad Bercovici, writing to the St. Louis *Post-Dispatch*, tells this poignant incident:

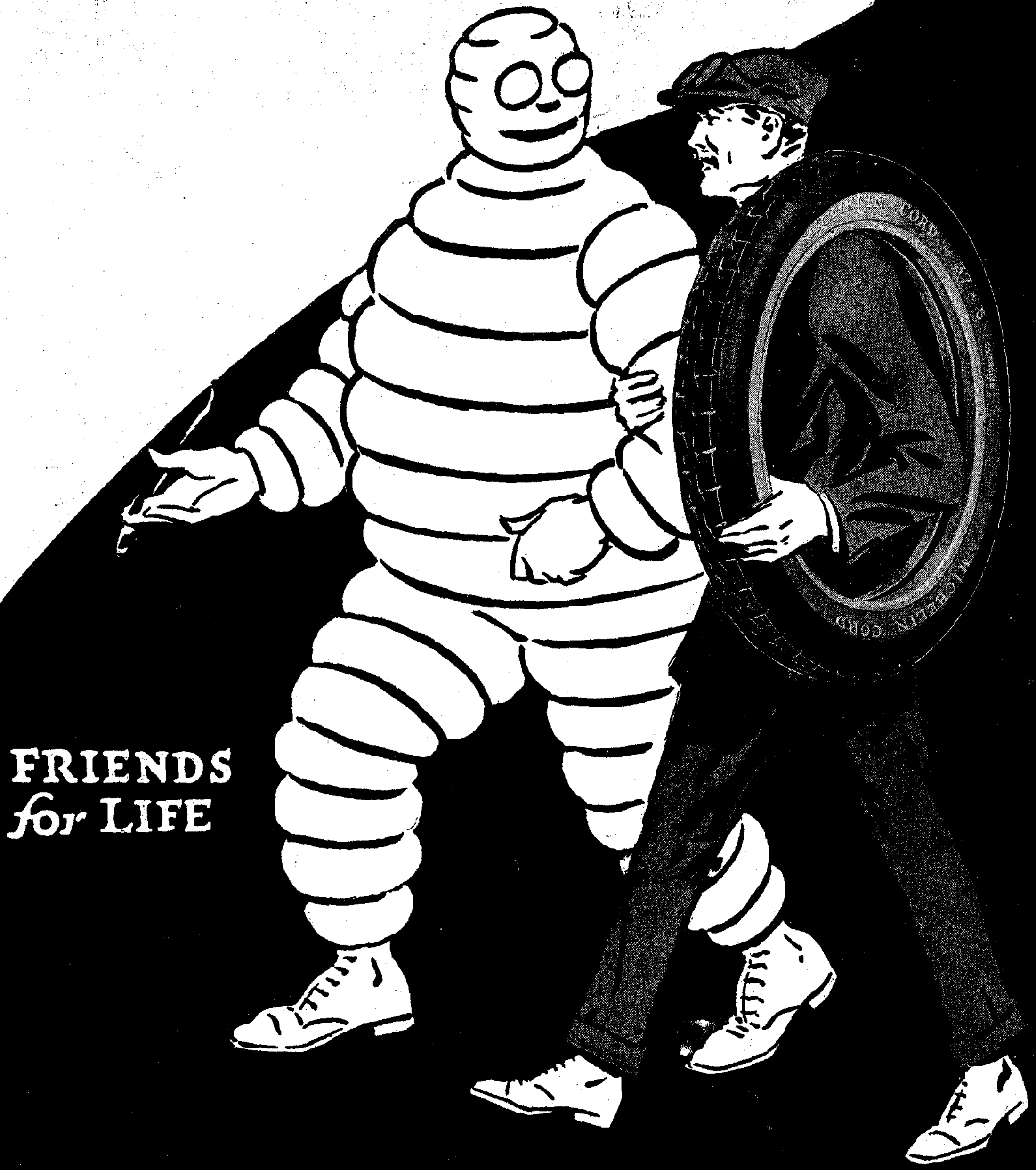
> Two little children, one six and the other seven years old, who had come from Austria with their mother, became sick when they tasted fresh milk. They had forgotten the taste of it, and only heard of its existence from older brothers. They had not seen any milk in six years. Not even the pictures of children from the chronic famine district of India are as heartrending as was the sight of those Austrian children, big, oldish heads, large, dull eyes, shrunken little bodies on grotesquely bowed, spindle legs.

Mr. Bercovici has gathered some other incidents of these prospective Americans. One day, he says, there arrived from Poland a man in his sixties who said that he had a son living in Cleveland:

> He had the street and number written on a dozen pieces of paper to make sure against forgetting the address. The man in charge, from the Hebrew Sheltering Society, immediately telegraphed to the immigrant's son, "Come to New York. Your father just arrived." The next day the man from Cleveland arrived in New York and went to meet his old father. But when he saw the man he denounced him as an impostor. The old man's face was beardless. It could not be his father, he reasoned, because his father was a rabbi, and as such he could not be beardless.
>
> "My son, my son," the old man moaned, "am I to be punished because a *Rooshe*, a Pole, has cut my beard?"
>
> For a full hour the son questioned his father before he could be convinced of his identity.
>
> On the boat with the beardless rabbi from Poland were two young girls, sisters, one sixteen, the other seventeen years old, Their father had left Poland about eight years ago. A year later he sent them a photo of himself, beard and sidelocks and all, and followed it up the following year with passage-money for his wife and children. The war caught the family in transit, in Germany, where the mother died. The two children lived on as well as they could for nearly six years, treasuring the picture of their father. With her last breath the mother had warned them against impostors. She had told them their father was a good and pious Jew. But when the father came to the "island" to take his children they refused to recognize him. He was clean-shaven.
>
> It took a lot of time and a good deal of talk to shake their decision. And who knows whether they were fully convinced, after all!
>
> Most of the Italian immigrants no longer say, "*Si, signore.*" The son or the brother who has been ten years in New York and who comes to take them out of the island does not cease wondering at the fact that his relatives "speek de American like water." Most of them—the Italian immigrants, I mean—are also politically well informed. The best proof is to be found in a little bottle with something secreted somewhere in their

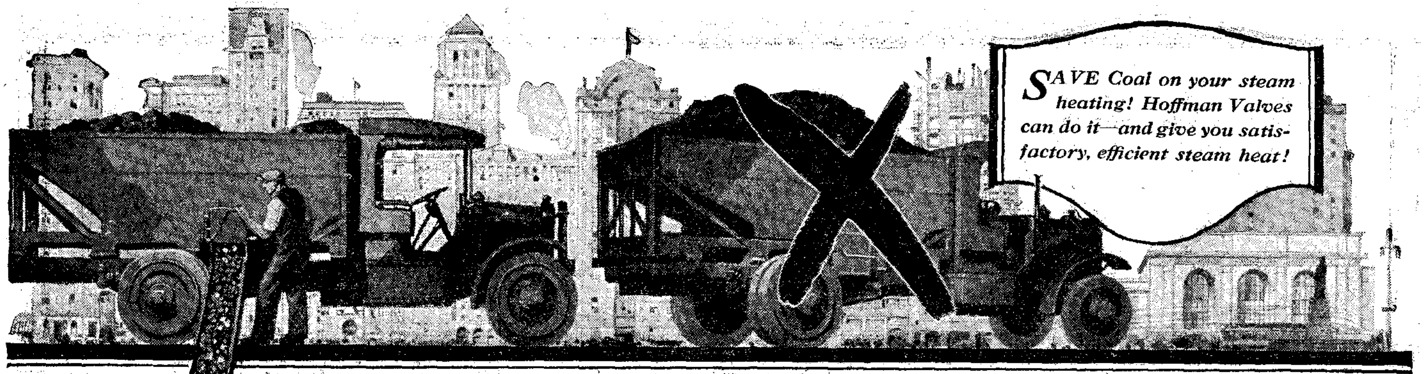
MICHELIN

UNIVERSAL CORD

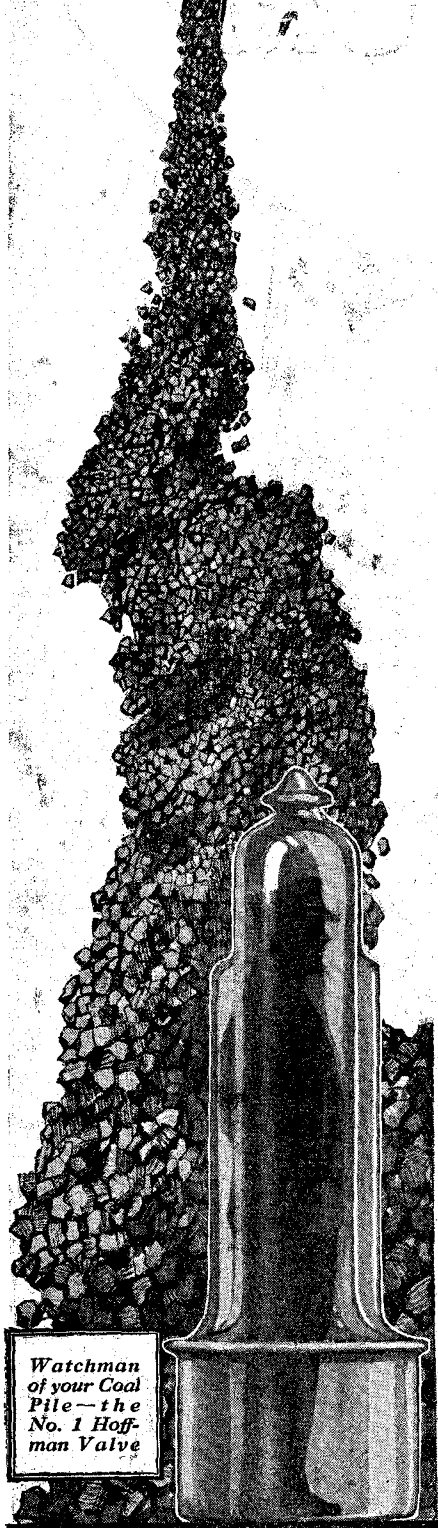


MICHELIN UNIVERSAL CORDS make friends—and *keep* them. The new Michelin wear-resisting tread, the improved non-skid tread design, the sturdy oversize body built of cords not merely coated but actually impregnated with rubber—these are a few reasons why this newest Michelin product gives such remarkable mileage. For real economy and motoring satisfaction—use Michelins.

MICHELIN TIRE COMPANY, MILLTOWN, NEW JERSEY
Other factories: Clermont-Ferrand, France; London, England; Turin, Italy
Dealers in all parts of the world



SAVE Coal on your steam heating! Hoffman Valves can do it—and give you satisfactory, efficient steam heat!



Watchman of your Coal Pile—the No. 1 Hoffman Valve

Precious Coal!

Use less of it this year

$20 a ton predicted this year!—but—here's a way to cut way down on your coal bill

TO give perfect heat, steam must have free circulation through the pipes and into the radiators. Steam and air cannot occupy the same space in the system. Air must be vented to permit steam to enter the radiators. Unless the air valves are perfect and *vent all* the air, full heating efficiency is impossible. That is why Hoffman Valves are such a big factor.

Hoffmans are wide open when the heat is turned on, and completely vent the air. When steam approaches the valve or water surges into the radiators, Hoffman Valves automatically shut tight—and do it instantly. With almost human discernment they tell the difference between air, steam and water—permitting the release of air but keeping steam and water from hissing and leaking into the room.

By doing these things, Hoffman Valves give the steam a "clear way." You get complete warmth—radiators hot from end to end—on lowest possible steam pressure. That is where the big saving in coal comes in. Hoffman Valves prevent pounding, hissing, leaking.

They never need adjustment—they cannot be adjusted, but work automatically. They are absolutely foolproof.

Let your thoughts drift back to last winter—

Did you put up with half-hot and even ice-cold radiators?

Did your radiators thunder—and hiss—and leak over rugs and hardwood floors?

Did you fret and fume—trying to adjust the air valves on the radiators?

Did your steam heating system devour coal?

Hoffman Valves have righted all these evils because they have proved they can be depended upon for faithful service. They are gauranteed in writing for at least five years' perfect operation.

Call in your heating contractor and equip today with Hoffman Valves. No alteration to your steam heating system is required. The few small dollars you invest in this way will pay big dividends for many years. At the time of installation request your heating contractor to ask us for your written guarantee. It will be promptly forwarded to you.

HOFFMAN SPECIALTY CO., INC., 512 Fifth Avenue, New York City

Chicago
130 N. Wells St.

Los Angeles
405 S. Hill St.

Be sure that your architect or heating contractor, for your new home or building, includes Hoffman Valves throughout

Send to the New York Office for "More Heat from Less Coal"—a little book of facts about steam heat troubles and how to cure them

HOFFMAN VALVES

more heat from less coal

baggage. The enacting of the Eighteenth Amendment was given great publicity in Europe.

Then, there is Mademoiselle Titi, who comes to find her fiancé, Joe Smith, whose address is Ohio or Missouri. She has great faith, Mademoiselle Titi has, and she does not believe that her Joe, who looked so straightforward and honest in khaki could possibly have fooled her. And she also has great faith in America and has learned close to a hundred English words, which she thinks sufficient for all she has to say to Joe. Joe could also *parley-voo*, and had told her *je t'aime* in perfect French. When she is finally convinced that Missouri or Ohio is not a post-office address, Mademoiselle Titi loses faith in America and temperamentally demands to be shipped back instantly to *La Belle* France.

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JUST FROM CZECHO-SLOVAKIA.

A mother and child waiting at Ellis Island for permission to enter America. The little girl, by contrast with the mother, looks pretty well Americanized already.

For years and years union-leaders have considered a fight against unrestricted immigration, lest it be harmful to organized labor. They were afraid that the immigrants might lower the standard of the American workingman. Recently an English immigrant refused to set foot on the government ferry traveling between Ellis Island and the Battery before he was assured that the people manning the boat belonged to a union.

To travel on a non-union boat was to him the greatest of all sins. To my question as to what he would have done if the boat had been a non-union one, the Englishman answered:

"I really cawn't tell! It certainly wouldn't do for a labor man to travel on a non-union boat. It wouldn't be correct, don'tcher know?"

A Hungarian lady, rich as riches go in that country, changed all her wealth into cash when the Roumanians became master of her province, and decided to go to America. The cash was in Roumanian currency. It was close to a million francs. Under ordinary circumstances it was worth about $200,000. She had to travel through Austria and Germany, and consequently convert some of the cash into Austrian and German currency. The franc was at its lowest water-mark. By the time she was ready to embark on a transatlantic boat and her money was converted into American money, she was the possessor of about $200.

"How much does a workingman earn in this country?" she asked me on her arrival here.

"About $200 a month," I answered.

She began to cry. I thought she was crying because of the loss of her fortune, but it was not so at all. She was crying for happiness, because she figured all her future earnings in kronen, and $200 meant more than 10,000 kronen.

I left her, before the first disappointment, in the restaurant, before her bill—for a lunch at Child's was close to a hundred kronen.

Italians are coming in the largest numbers, according to Winthrop D. Lane, who is writing a series of articles on the new immigrant and his problems, for the New York *Evening Post.* The surprizing fact is brought out that English immigrants are in the second place numerically, at least as far as the great stream of new population affects New York State, with Spanish immigrants practically equal in number. Out of the 430,000 immigrants entering the United States in 1920, New York received 106,000. Of these, 37,000 were Italians, 10,000 English, 10,000 Spanish, 5,500 Irish, 4,000 Scandinavians, 3,000 Scotch, and the rest scattering. Mexicans, English, French, Spanish, and Portuguese, says Mr. Lane, are surpassing all previous records. Laborers and servants, whose numbers were greatly reduced during the war, are again pouring through Ellis Island. "The distribution of immigrants in this country is one of the most important questions confronting it," says the writer, and thus touches upon that phase of the matter:

> The ease with which we can assimilate them depends upon where they go. Many efforts have been made to induce them to stop going to the cities and industrial centers and to settle upon the land. Tho these efforts have been for the most part unsuccessful, announcement has just been made that a new bureau is to be established for this purpose at Ellis Island. It will try to bring the advantages and labor needs of all the States to the immigrants' attention.
>
> The following table shows the distribution of immigrants by groups of States for 1920. This is based upon the immigrant's own statement of his intended future residence. Island possessions of the United States are omitted. A comparison in percentages with 1914 is added.
>
> It is at once noticeable that the overwhelming bulk of immigrants settle in the northeastern section of the country. In 1920, 69 per cent. did so; in 1914, 81.8 per cent.

Group of States	*No. of Immigrants Entering in 1920*	*Per Cent. 1920*	*Per Cent. 1914*
New England..........	75,000	17.0	12.8
Middle Atlantic..........	151,000	37.0	48.0
East North Central......	67,000	15.0	21.0
West North Central......	15,000	3.6	4.8
South Atlantic...........	14,000	3.2	2.8
East South Central.......	1,500	0.3	0.3
West South Central......	41,000	9.6	1.4
Mountain................	13,000	3.1	1.9
Pacific..................	47,000	11.0	4.7

> The table shows a noticeable falling off, however, in the percentage of those going to the three great industrial States comprising the Middle Atlantic section—New York, New Jersey, and Pennsylvania. On the other hand, New England, also an industrial section, received a larger percentage than before. What this means the mere figures do not show. May it mean that the industries peculiar to New England, such as its textile-mills, are more attractive to the qualities of our present immigrants?
>
> Together, these two regions comprise the main industrial area of the United States. In 1920 they drew 54 per cent. of the immigration; in 1914, nearly 61 per cent.
>
> A loss is noticeable in the East North Central States—Ohio, Indiana, Illinois, Michigan, and Wisconsin. This is both an industrial and a farming region.
>
> The great central and southern regions of the country, made up of the next three groups of States in the table and comprising the bulk of our richest farming land, get few immigrants. The percentages, compared with prewar conditions, are practically unchanged.
>
> A gain is noticeable in the West South Central States—Arkansas, Louisiana, Oklahoma, and Texas. This is chiefly accounted for by the large number of Mexicans entering Texas. In the Mountain States the gain is slight.
>
> A more pronounced gain is noticeable in the Pacific States—Washington, Oregon, and California. Here California is the chief gainer, her immigration in 1920 being actually as large as it was in 1914, or about 32,000. No particular countries or peoples seem to be responsible for this.

The Spanish immigration is something new in American history, at least in American history since those early days when Spanish adventurers blazed trails and left hamlets through the wilderness in the territory that later became half a dozen of our Southern States. "Each liner from Spain is crowded with immigrants," says a writer in the New York *World.* He goes on:

> Some of them are grape-growers who fear that the drought will spread throughout the world and that prohibition will become the rule rather than the exception. They have sold out their plants and have come here to engage in business. Many are Spanish land-owners who desire to transfer their agrarian endeavors to American fields, having read of the high prices paid for crops and of the need here of farmers. The majority of the several thousand Spaniards arriving here in the last four months, however, are skilled mechanics or farm-workers. All have come because they believe they will get better pay here, and all intend to take out citizenship papers. Then, too, some have said that the Spanish Government is not averse to the presence in America of

The Right Answ

If not made by
Felt & Tarrant,
it's not a Comptometer

r or None at All

THAT is the positive ultimatum of the Comptometer.

And the power to make it effective is provided in the Controlled-key—an automatic device found only in the Comptometer.

This does not mean that an operator may not touch a wrong key or employ a wrong method in the solution of a problem. These are operations which lie beyond the range of mechanical control.

But it does mean that the Controlled-key automatically requires the operator to get, for every key stroke, *"the right answer or none at all."*

This mandate of the Controlled-key cannot be ignored or disregarded by the operator.

For when an incomplete or faulty key stroke occurs, the Comptometer positively refuses to register the error; and to emphasize its refusal the keyboard automatically locks, thus compelling correction of the fault.

To make correction, the operator completes the unfinished stroke; then unlocks the mechanism by touching the release key and goes on adding. Only when a fault occurs that would otherwise produce an error does the Controlled-key clamp on the brakes.

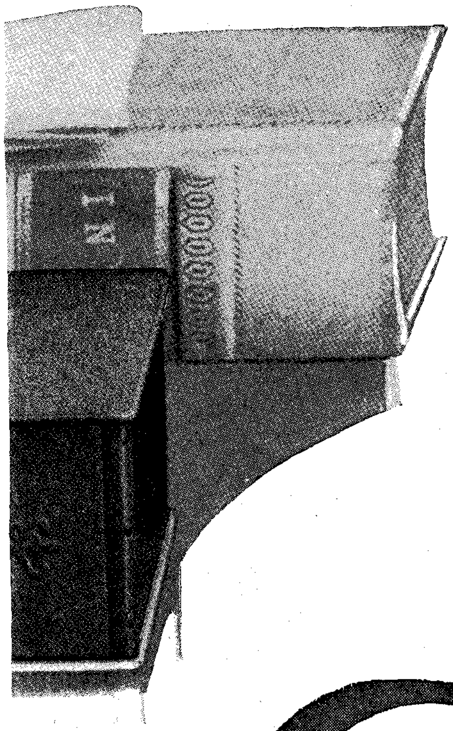
That is why, even in the hands of an inexperienced operator, every key stroke must always give *"the right answer or none at all."*

It costs money to correct figure errors. Accuracy in figuring, therefore, means economy. Speed with accuracy means still greater economy. Under the protection of this Master Safeguard it is easy for the operator to handle all forms of figure work with Speed and Safety.

Another Safeguard — one that notifies the operator when the register is clear and prevents the starting of a new operation on an uncleared register—is the automatic Clear Register signal.

To see for yourself what advantages these features of the Comptometer offer, get in touch with a Comptometer man. There is one on the phone in 100 different cities.

Felt & Tarrant Mfg. Co.
1731 N. Paulina St., Chicago



It has been well and truly said that most of the figuring that keeps armies of clerks busy with pencil and scratch pad is work that's done *only to get an answer.*

The answer's the thing—the object of all figure work.

Whether it be Adding, Subtracting, Multiplying or Dividing, the quick way to the *right* answer is through the Comptometer.

CONTROLLED-KEY

Comptometer

REG. TRADE MARK

ADDING AND CALCULATING MACHINE

large numbers of its people, as a means of establishing close relations between the two countries.

As just before the war, there is a preponderance of Italians among the immigrants. Not only men, but thousands of women and children. Czecho-Slovakia and Jugo-Slavia, attracted by America's high war-ideals, are heavily represented in the arrival lists. Not a few of these, as is the case frequently with the Italians, resided in the United States and returned to their native lands to fight under their old standards, planning now, however, to remain here permanently.

Commissioner of Immigration Wallis paid high tribute to the new type of immigrant. Most of the aliens have found the literacy test not too arduous, being able to read the forty words required and pass the other requirements, tho here and there rejections are necessary for failure to meet literacy tests. The number of failures on this score is comparatively low because of precautions by steamship companies, who see to it that, so far as they can, their patrons will measure up to America's standards. In explanation it may be said that deportations are at the expense of the carrying steamship company.

A FEW WHO WERE DENIED ADMITTANCE.

The chief cause of rejection is failure to pass the literacy test, although poverty, criminal records, and disease play a part.

Recently there arrived from Mexico a wealthy merchant and his wife, both of whom were able to produce an abundance of cash, but neither of whom could measure up to the literacy requirements. The ironic feature is that they have in a private school in Massachusetts a fifteen-year-old daughter who is regarded as the most apt pupil in that institution, and who was able to present to the immigration authorities heated arguments in most fluent tho unconvincing English.

A problem that has caused the authorities no small concern is that of the heavy number of stowaways. It is unusual when a liner fails to develop at least one such arrival, and three or four stowaways per vessel are not uncommon. On the steamship *La France* there came two months ago twenty stowaways. Stowaways are unpopular with steamship companies, for their deportation requires an expenditure by the lines. To make up some of this expense, the stowaways are compelled to work their home passage. Occasionally some of them remain at the Ellis Island Station for indefinite periods because relatives or friends have appealed their cases to Washington. As a rule, however, the decision is in the negative and they go back.

A move that augurs well for the speedy Americanization of immigrants, the writer notes, has been made by the American Legion. Hereafter Ellis Island will inform local posts of the Legion that such and such an alien is destined for its town. On his arrival the foreigner will be greeted by representatives of the Legion wherever possible, including a man who can speak the newcomer's language. The alien will be helped to find a house and will be instructed in American laws and customs and assisted in placing his children in schools.

In conclusion, the writer presents a few glimpses at some of the thousands of "human documents" which daily pass through Ellis Island:

George Petrogeanis, an Athenian, bound for Bisbee, Ariz., where resides a brother who had failed to send traveling money, was held at Ellis Island for deportation because he didn't have enough money to get to his destination, tho physically and mentally he passed the tests.

When five hundred Greeks, steerage arrivals, were landed at Ellis Island, one of them, by name Sotirous Athanasaulias, chanced to hear sobs and moans from a window of the detention room. Investigating, he came upon George, an old-time pal. In a few minutes Sotirous was passing a hat about, and from the pockets of five hundred came coins, and an hour later George was headed for a train to the West.

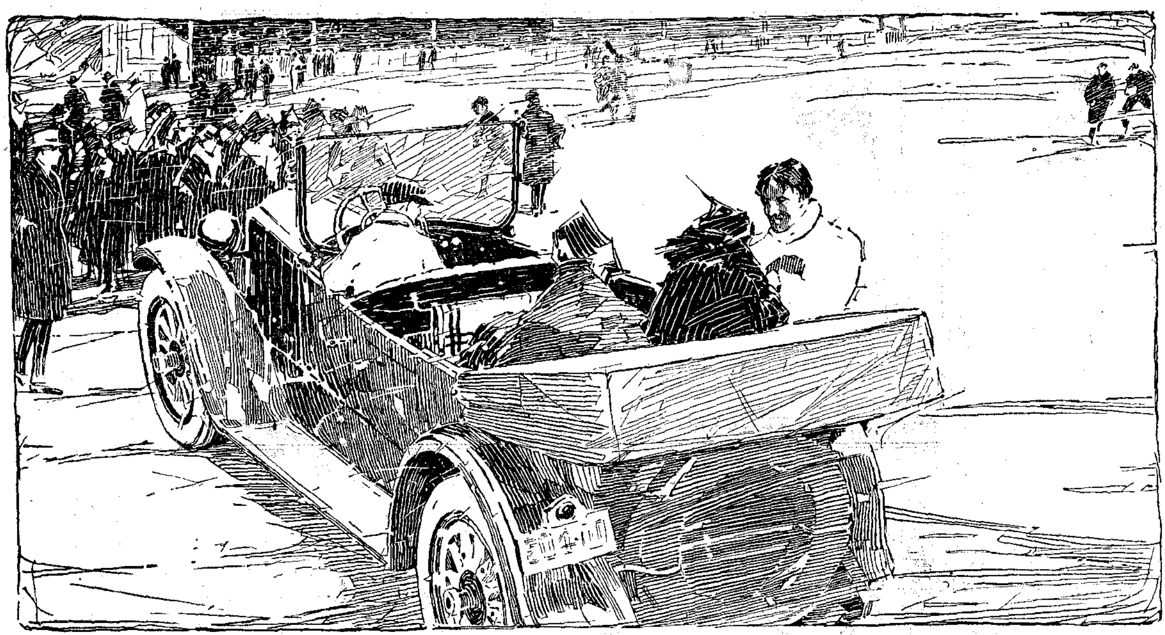
The day before there came the case of a Dutch family headed by Jacob C. de Jong. The family comprised eight children, all in finest health and anxious "to get to work and help build up America." A model immigrant family they were voted by the inspectors. Papa de Jong laid $5,000 on an inspector's desk as evidence of his ability to help his family and help America. Then his wife reached into a handbag and added another $5,000. "We are anxious to buy a little home, preferably a farm," said de Jong in fair English. "I was a ship-chandler in Holland and successful. I want to invest my money in America and live here and have my family grow up as Americans."

De Jong is forty-seven, his wife fifty. The children range from eight to twenty. They are now in Chicago.

Araski Hachadoorian, a seventeen-year-old Armenian girl, face disfigured with tattoo marks inflicted by an Arab, was detained because she could not pass some of the requirements. Her father is a wealthy Chicago merchant. Her uncle is a well-to-do Philadelphia physician. She had seen her mother slain by Arabs and cast to the roadside and her sister starved to death. She was forced to become the bride of an Arab, and was rescued when she spied British soldiers to whom she made the sign of the cross. In her case the authorities interpreted the regulations with a leniency that enabled her to enter and join her father. To the de Jong type of family Ellis Island gives the glad hand. Ready to knuckle down to the grind and make good at the start. No radicalism, no dissatisfaction. Just a determination to be assimilated by America and Americans and Americanism.

The other day Lieut. Marco Stasi, badly "shot up" on the Piave, was literally pushed into the United States to the cheers of a multitude of other Italians at the island. He had been crippled in the war and was returning to San Francisco in a wheel-chair. He was bent on resuming his occupation as storekeeper on the coast, and the authorities were so ready to expedite matters for the hero that attendants shoved the wheel-chair aboard the ferry-boat to the Barge Office.

Detained for months because of uncertainty as to his nativity, Macgregor Ross, who has become known as "a man without a country," is inclined to consider himself a permanent Ellis Islander. Ross, who is more than sixty years old, is an I. W. W. Two years ago he was arrested in Seattle and sent to Ellis Island for deportation. He claimed American citizenship. The authorities proclaimed him a Scot. In Scotland no record of his birth was found, so he was refused a passport by Britain. Eventually he was released. He returned to Seattle, was again sent to Ellis Island for deportation, and the old wrangle was renewed. Scotland still denies him. Ross himself insists he is an American. He does not know when or where he was born, but claims to recollect selling newspapers on the Bowery decades ago.



You never know what a car can do until you get a PACKARD

AFTER all, the chief difference between the Packard and some other car is very easily stated.

It is the difference between giving the owner *everything he can make use of*—or building down to the least he can ask of his car.

If there were any compromise anywhere in the Packard Car; any attempt to build down to a competitive price basis; any feeling in the Packard Organization that the American public can be influenced by pose or "side" or talk of "What they do in Europe"—the Packard could not be the *practical car* it is.

There are a number of cars with high power ratings.

Yet you see the Packard running all around them.

It is the same way on the hills as on the level road; and the first car to shoot out of the traffic jam is a Packard.

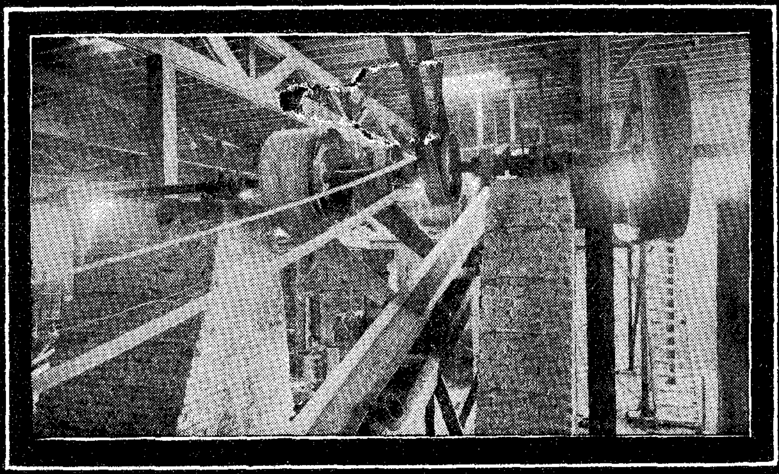
You will hunt far before you find a car of equal size that does its work on such a slight expenditure for gas and tires.

The thing that sets the Packard apart is its *forethought for all the use* a man can make of his car.

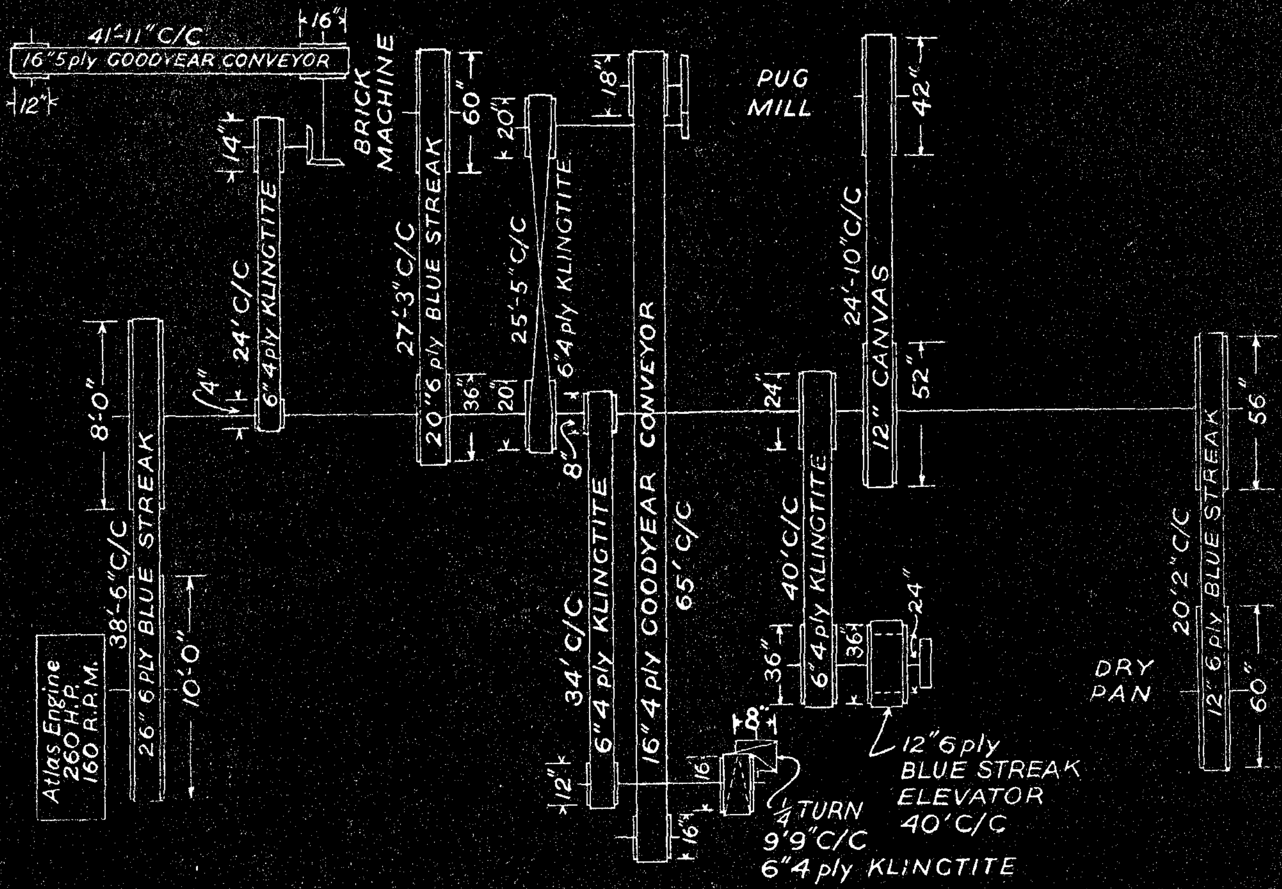
PACKARD MOTOR CAR COMPANY, *Detroit*

TWIN SIX

is built to give the owner
everything he can make
use of – no compromise.



MOREY CLAY PRODUCTS CO.


41'-11" C/C
16"
16" 5ply GOODYEAR CONVEYOR
12"
BRICK MACHINE
14"
24' C/C
6" 4ply KLINGTITE
4"
27'-3" C/C
20" 6ply BLUE STREAK
60"
36"
20"
20"
25'-5" C/C
6" 4ply KLINGTITE
18"
8"
PUG MILL
42"
24'-10" C/C
12" CANVAS
52"
24"
8'-0"
38'-6" C/C
26" 6 PLY BLUE STREAK
10'-0"
Atlas Engine
260 H.P.
160 R.P.M.
34' C/C
6" 4 ply KLINGTITE
12"
16" 4 ply GOODYEAR CONVEYOR
65' C/C
16"
16"
40' C/C
6" 4 ply KLINGTITE
36"
36"
24"
8"
1/4 TURN
9'9" C/C
6" 4 ply KLINGTITE
12" 6 ply BLUE STREAK ELEVATOR
40' C/C
DRY PAN
20'2" C/C
12" 6 ply BLUE STREAK
56"
60"

GOODYEAR BELTS

Installed according to
G.T.M. recommendation at—
MOREY CLAY PRODUCTS CO.
Ottumwa, Iowa.

Blueprint sketch and un-retouched photograph of Goodyear belted drives in the plant of the Morey Clay Products Company, Ottumwa, Iowa

Copyright 1920, by The Goodyear Tire & Rubber Co.

GOODYEAR

Eleven Out of Twelve Belts —And the G.T.M.

Belting an entire plant called into play the all-round expert knowledge of the G.T.M.—Goodyear Technical Man—for the Morey Clay Products Company, of Ottumwa, Iowa, when it rebuilt after the fire that destroyed its original factory in 1918.

The responsibility was as broad as the opportunity; for on the accuracy of the G.T.M.'s analysis depended the efficient relation of all the drive and conveyor processes, and thus, in large measure, the economy and profit of the Company's production.

Many kinds of belting had been used by the Company in its first plant, so the officials were able to give the G. T. M. much co-operation, in the form of data on operating conditions, from their earlier experience. Just one belt of the original equipment—that on the pug mill drive—had survived the fire intact, and the G.T.M. agreed that it should be used to the limit of its usefulness.

Eleven Goodyear Belts were installed on the recommendations made by the G. T. M. after his careful survey of the plant requirements. They are of different types, to perform different functions—a Goodyear Conveyor for carrying materials and products, Goodyear Klingtites on the smaller and slower drives, Goodyear Blue Streaks on the intermediates, and a big, strong, 26-inch, 6-ply Goodyear Blue Streak running like a top on the main drive from the engine to the line shaft. From least to greatest, they are Goodyear quality and Goodyear construction throughout—built to protect our good name.

Their performance is characterized by the superintendent as "excellent service." They are powerful. They require less attention. They give less trouble. And already they have to their credit records for longer life than the Company received from its best previous belting.

Your belting problem may involve a single drive or the complete equipping of a plant. In either case, the principle of the Goodyear Plant Analysis is the same. Its underlying object is the specification of the right belt to the particular duty required, so that it will perform efficiently, last a long time, and prove its genuine economy in its work for increased production at lower cost. For further information about this Plant Analysis and services of the G. T. M., write to The Goodyear Tire & Rubber Company at Akron, Ohio, or Los Angeles, California.

BLUE STREAK BELTS

"DO AMERICAN CONGRESSMEN DRINK?" THE LATEST FAR-EASTERN QUESTION

TO SERVE BOOZE OR NOT TO SERVE IT. That was the momentous question over which the Chinese and Japanese authorities corrugated their brows and held many heated discussions while planning for the entertainment of the American Congressional party, which recently visited their countries. On the one hand, it was argued that inasmuch as the United States was dry it would be insulting to offer drinks to the visiting Senators, Congressmen, their wives, daughters, and sons. Others insisted, however, that booze should be given the distinguished guests freely, because this form of refreshment was unobtainable in America. And so the discussion went on with the result that no definite policy could be agreed on with reference to either China or Japan as a whole, and it was finally decided to leave the matter to the discretion of the local reception committees. Hence it came about that the Congressional party in some places were served grape-juice, while at other dinners there were cocktails, wines, and other liquors. The Orientals are thus still in the dark as to whether or not it is proper to offer an American Congressman a drink, but it is said they observed that drinks were never refused by their visitors at the places where the local committees decided to serve them. While the question of the strict proprieties in the case are thus still up in the air, as it were, the polite hosts feel they have learned that alcoholic drinks are not distasteful to Americans. The anxiety with which the Orientals pondered this question of the serving of booze shows how much they desired to be agreeable to the visitors. In all other matters pertaining to the comfort of the latter, the greatest care seems to have been exercised to insure the guests a pleasant trip. As we read in the New York *World:*

> In some places in China drinks were not offered to them, but everywhere they were given many good things to eat—often much more than they could possibly eat. It is an open secret that some of the ladies in the party gained weight during their trip through the Orient, despite the fact that they came to the Orient during the perspiring heat of summer. Some suffered from stomach trouble, probably from overeating. In the way of eating and sightseeing they were given a remarkably good time.
>
> The traveling accommodations given them by the Chinese and Japanese governments and public were also the best in this part of the world. The Chinese Government ran a special train from Shanghai to Peking, taking off all sleeping-cars from the line so that the ordinary travelers had to go without any sleeping-berth. The South Manchuria Railway Company took them from Mukden to Fusan (end of the Korean Peninsula) on a special train. The Japanese Government provided them with a special steamer to take them from Fusan through the famous inland sea to Kobe. Everywhere they were given a royal reception.

The Congressional party did have a few unpleasant experiences, however. This was through no fault of their entertainers, but due solely to the rude manifestations of sundry oriental roughnecks. The account continues, in a style that suggests a Japanese collaborator, who seizes the opportunity to present some anti-Korean propaganda:

> In Korea they were threatened by ignorant and rough Koreans. Even during their trip through China they were followed by some Koreans who desired to present their case for independence before the American statesmen. But they were not given any chance of demonstrating in China. As the party left Mukden, Manchuria, on a luxurious special train of the South Manchuria Railway Company, as the guests of the president of the company, they learned the news that some Koreans had broken loose six rails on the previous day to derail the special train and harm the American statesmen and party. The railway company and the Japanese authorities had to guard the railway line all day and night to insure the safe traveling of the party.
>
> Nobody is able to understand comprehensibly why and how agitated Koreans intended to harm the American guests, while it was said that Koreans desired to have the help and assistance of the United States to effect their object of independence. The only explanation possible is that they intended to harm the visiting Americans and thereby cause an international complication between Japan and the United States, altho such an explanation is a very poor one. All along the railway line many Koreans shouted "Mansei!" a shout they made at the former independence disturbances.
>
> Two days before their arrival at Seoul one Korean with three high-explosive bombs and several others with rifles and pistols were arrested and, according to their confessions, they planned to kill every one of the American Congressional party and Japanese officials when the party arrived at Seoul. The arrest of those Koreans was fortunate indeed, but the Japanese authorities in Korea took every precaution to safeguard the American visitors. The street from the railway station to the Chosen Hotel, where the party spent a night, was lined by policemen, and not a soul was seen on the street, as every one was kept out of it.
>
> When the South Manchuria Railway special train brought the party to Fusan next morning and they boarded the *Shiragi Maru*, the special boat prepared by the Japanese Government, the party as well as the Japanese authorities felt relieved, as nothing happened during their travel through Korea, altho various threatening reports reached them.
>
> They were given a most hearty welcome everywhere in Japan, but some precaution had to be taken by the Japanese police to prevent any Korean in Japan from making any foolish attempt on the visiting Americans.
>
> However, except the experience of traveling through Korea amid all sorts of threats and dangerous reports, the party had a really good time in the Orient.

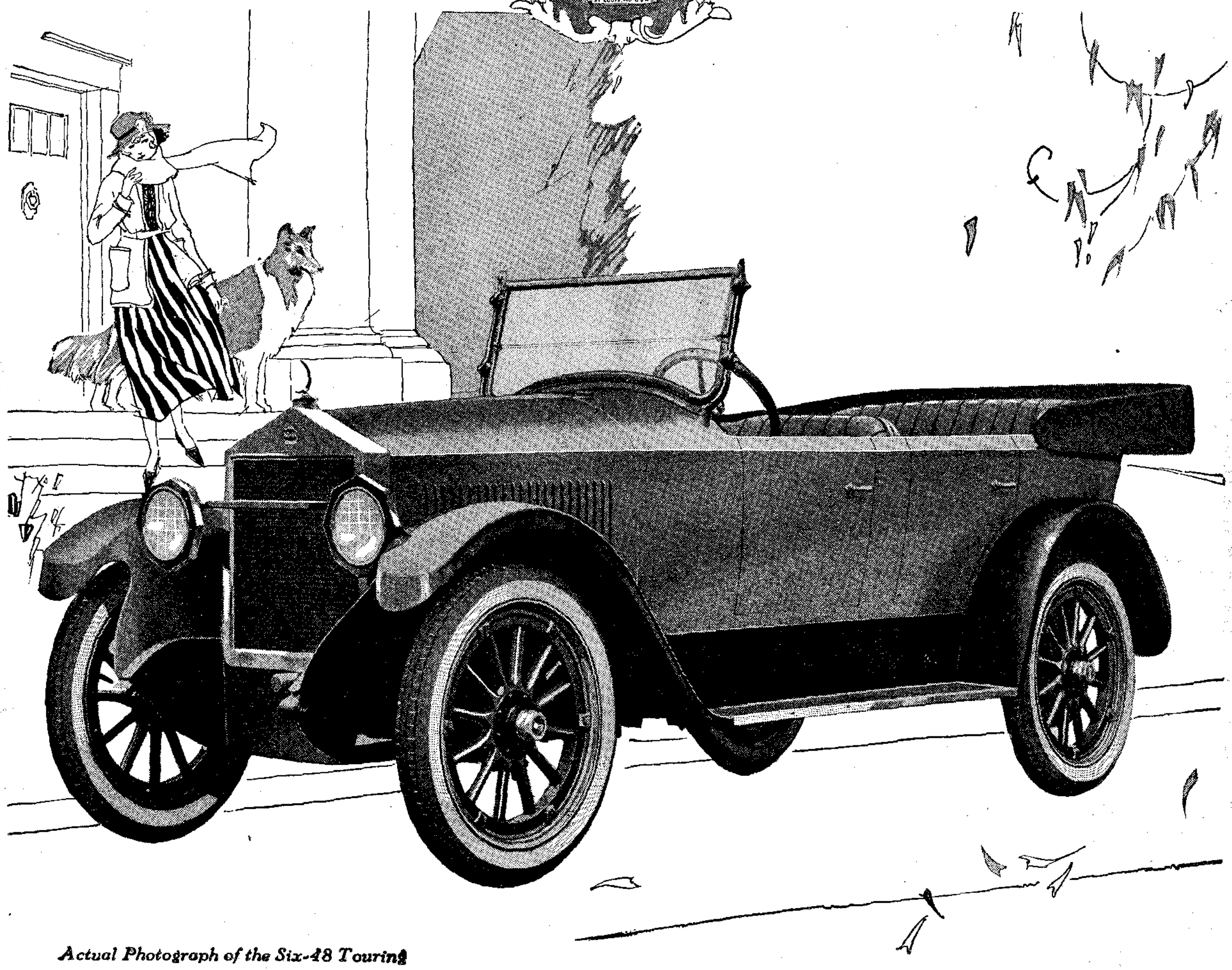
WATCHFUL LOBBIES AND LOBBYISTS THAT CAMP IN WASHINGTON

"REMEMBER THAT THE EYE of this country is on to you," wrote Bill Nye in a letter of advice and warning to Grover Cleveland, when the latter became President the first time. To write such a thing to a President to-day would only fractionally state the case. The country at present not only has its composite eye "onto" the President, but a good part of it is right in the midst of things at Washington with both composite feet, so to speak. This is accomplished by the maintenance at the national capital of more than a hundred lobbies whose duty it is to watch not only the Chief Executive but the whole works of the Government, and particularly Congress, so that nothing is slipt over that might imperil the real or fancied interests of the aggregations who pay the salaries of these lobby watch-dogs. There is nowhere a complete list of the organizations that are represented in Washington lobbies, but we are told that practically every sort of American business is so represented, to say nothing of social, racial, religious, and educational groups. In a recent article in the Detroit *News*, Jay G. Hayden gives a list of 120 such lobbies, compiled from Washington directories and the examination of the tenant lists of a number of the best-known office-buildings in the city. The list is headed by the National Chamber of Commerce, which leads the business organizations. Manufacturers' associations are given first, as follows:

> National Association of Manufacturers.
> American Manufacturers' Export Association.
> Institute of American Meat Packers.
> American Automobile Association.
> National Canners' Association.
> Council of American Cotton Manufacturers.
> Founders' Association.
> Lumber Manufacturers' Association.
> Manufacturing Chemists' Association of America.
> Highway Industries Association.
> Interstate Cottonseed Crushers' Association.
> Merchants and Manufacturers' Association.
> Southern Industrial Education Society.
> United States Sugar Manufacturers' Association.
> Western Petroleum Refiners' Association.

Attached to nearly all these bureaus are experts on tax laws, the tariff, labor conditions, and every other thing that may have an immediate or a remote bearing on the interests they represent. Other bureaus, closely related to the foregoing, are the following:

> American Association of Engineers.
> American Bankers' Association.
> American Beet Sugar Association.
> American Bureau of Trade Extension.
> American Chemical Society.



Actual Photograph of the Six-48 Touring

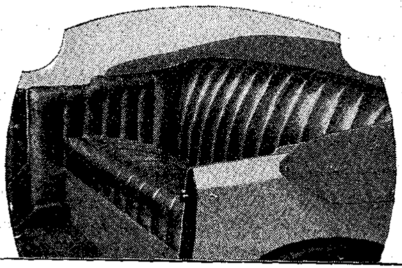
The Moon answers the wish for distinct motor car individuality; it represents the highest mechanical skill in a design pleasingly different from all others. The manufacturing efficiency developed through the sixteen years' experience of its builders causes it to be priced within the realm of reason.

Built by MOON MOTOR CAR COMPANY, *St. Louis, U. S. A.*

MOON

THE SUCCESS OF THE YEAR

Hand-tufted, Spanish (tan) leather upholstery was adopted for the Moon years ago, as a result of experiments that proved its incomparable worth.



Despite high cost, it remains a Moon feature—holding its shape and beautiful luster permanently—the one leather that does not discolor clothes.

American Mining Congress.
American Realty Exchange.
American Association of Real Estate Boards.
American Automobile Chamber of Commerce.
National Bureau of Wholesale Lumber Distributors.
National Industries Conference Board.
National Merchant Marine Association.
League of Commission Merchants of the United States.
National Oil Bureau.
National Petroleum Association.
American Patent Law Association.

The various farmers' associations that have come into being during the last few years are powerfully represented, but perhaps the most thoroughly looked after industry is railroading. As we read:

Chief of the bureaus under this heading is the American Railway Association, which operates the car-service bureau in close cooperation with the Interstate Commerce Commission and which also conducts a vigorous and constant propaganda in behalf of private ownership of the railways.

Attached to this bureau are several of the most capable statisticians and lawyers in the country, who are ever ready to supply information from the railway point of view to any Congressional committee or elsewhere as it may be required. The railway association is, in fact, a close rival for the Interstate Commerce Commission in the scope of its public operations.

In the past, local public utilities, such as street-railways, electric lighting and gas plants, were little in touch with the Federal Government. During the war, however, these companies were brought before the War Finance Corporation in the matter of security issues and before the War Labor Board for settlement of their disputes with employees.

More recently the passage of the new water-power law which places the development of new hydroelectric enterprises under direction of a board composed of the Secretaries of the Interior, Agriculture, and War has given these companies another reason for keen interest in the doings of the Government.

Among the utilities organizations already established in Washington are the following:

American Electric Railway War Board.
National Association of Railway and Public Utilities Commissions.
National Committee on Gas and Electric Service.
National Committee on Public Utilities Conditions.
Dixie Freight Traffic Association.

There is a growing activity of farm organizations looking to legislation addition to the Farm Bureau, which, with 1,250 members, is now the leading farm organization in America. The societies of farmers with offices in Washington are as follows:

American Agricultural Association.
Eastern Agricultural Bureau.
Farmers' National Council.
The Grange.
Cane Growers' Association.
National Board of Farm Organizations.
Texas Cotton Association.

The labor organizations maintain a strong lobby, as do also those interested in the welfare of women. During and since the war a number of organizations were created in the interest of various racial groups. Then there is a large group of miscellaneous organizations ready to do battle for all kinds of things, from Christian Science to the promotion of smokeless coal. Even Old John Barleycorn, ostensibly defunct, has a body of watchers at the capital, ready to apply restoratives in case any symptoms of the revival of their favorite reveal themselves. Mr. Hayden continues:

Chief of the labor organizations in addition to the American Federation of Labor, which occupies an entire building of its own, are the organizations of Federal employees and the railroad brotherhoods.

Labor organizations, in addition to the very large number affiliated with the Federation of Labor, which maintain offices in the capital, are as follows:

National Federation of Federal Employees.
National Federation of Post-office Clerks.
National Association of Letter Carriers.
Brotherhood of Railway Clerks.
Brotherhood of Railway Signalmen.
Maintenance of Way Employees.
Plumb Plan League.
National Women's Trade Union League.
American Train Dispatchers' Association.

Women's organizations, which are active in promoting legislation before Congress, are by no means confined to the two leading suffrage associations, the National Women's Suffrage Association and the National Woman's party. Others are as follows:

League of Women Voters.
Gentlewomen's League.
Congress of Mothers.
National W. C. T. U.
Women's Section of the Navy League.
Child Welfare Society.

One of the most conspicuous organizations in Washington is the National Coal Association, which came into being to direct the fight of the coal operators against restrictive legislation and to represent the industry in its relations with the Federal Coal Administration during the war. This association has been continued in Washington and it employs a large staff of experts in looking after its special interests in the Government and in propaganda distribution.

The representatives of racial groups and embryo governments seeking favors from the American Government are very much in evidence in the offices of members of Congress and in the lobbies of the Capitol. Some of these racial organizations are as follows:

Irish National Bureau.
Poland Information Bureau.
Lithuanian National Council.
Lithuanian Information Bureau.
Bureau of Jewish Statistics.
National Association of Colored Races.
Jewish Press Service of America.
National Committee for Armenian and Syrian Relief.
British-Canadian Society.
Friends of Ukraine.
Korean Relief Society League.

Associations specially devoted to the suppression of the liquor traffic, in addition to the Anti-Saloon League, are the Board of Temperance of the Methodist Episcopal Church and the National Temperance Bureau.

Organizations of liquor dealers no longer appear as such among the Washington lobbyists. Through paid press-agents, however, propaganda in favor of modification of the alcoholic content, as prescribed in the Volstead Law, has been recently circulated. There is little doubt that the liquor lobby will make its appearance with the convening of the new Congress.

The number of organizations designed to promote armament and the counter organizations against militarism are the one group which appears to have dwindled as a result of the war. There are several of these organizations still active, however, and most conspicuous among them is the Navy League, which still maintains a large staff in Washington. Others in this classification are as follows:

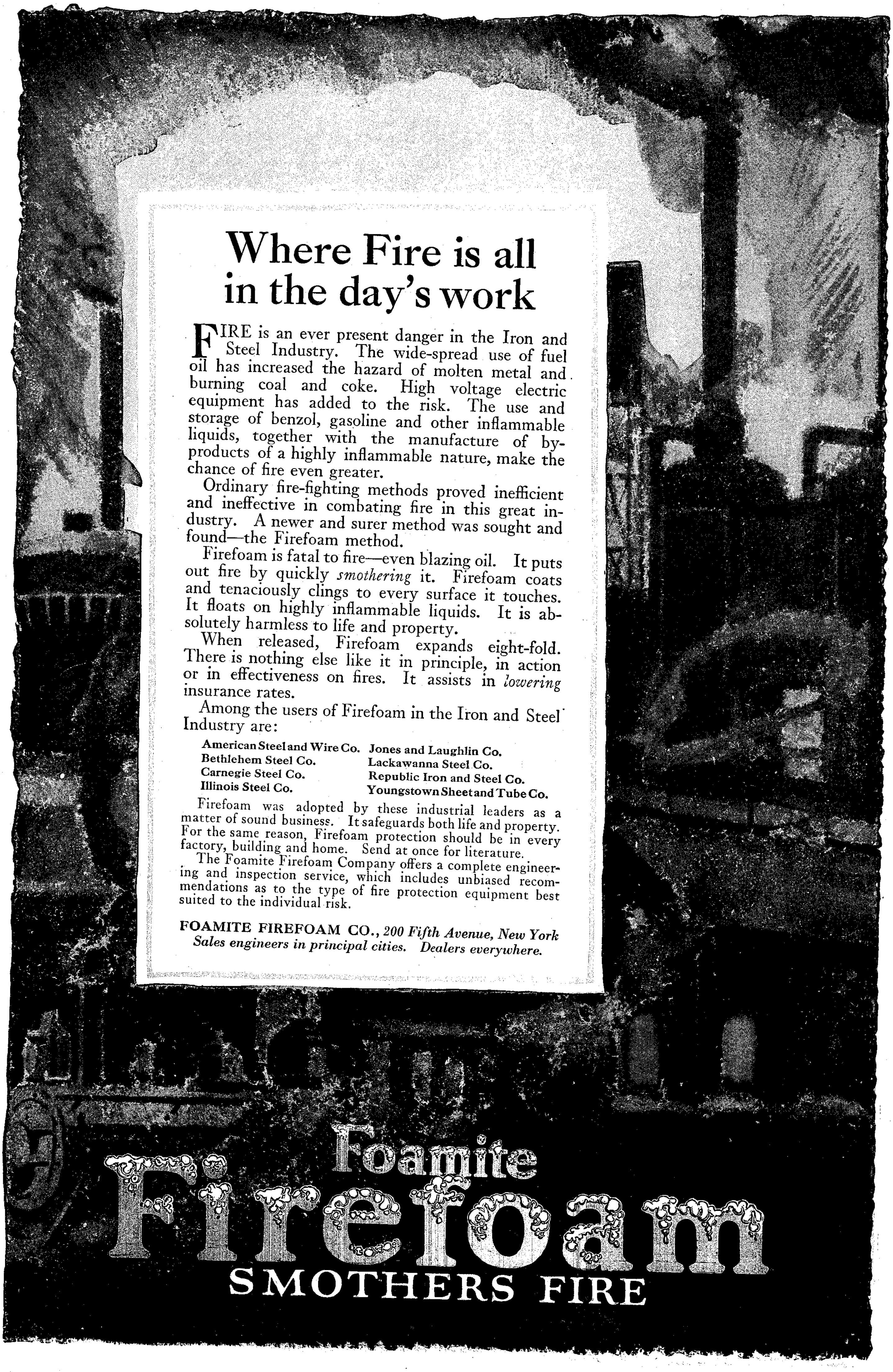
Peace League of the World.
American Peace Society.
American Union *vs.* Militarism.

The American Legion and the Private Soldiers and Sailors' Legion are the two organizations of war-veterans which maintain headquarters in the capital.

Other organizations, the purpose of which is in some instances disclosed by their title, are as follows:

National Association for Protection of American Rights in Mexico.
National Association for Constitutional Government.
National Civil Service Reference League.
National Committee on Prisons and Prison Labor.
National Committee to Secure Rank for Army Nurses.
National Educational Association.
National Industrial Council.
National Committee for Soldiers and Sailors' Relief.
National Negro Business League.
National Popular Government League.
National Committee for District of Columbia Suffrage.
National Patriotic Press.
Rivers and Harbors Congress.
National Voters' League.
National Forestry Association.
American Medical Society.
Christian Science Association.
Consumers' League.
Cooperative League of America.
Free Press Defense League.
League for Preservation of American Independence.
Osteopathic Association.
Physicians' Protective Association.
Prisoners' Relief Society.
Smokeless Coal Operators' Association.
Tuberculosis Association.

In addition to the formally organized bureaus, there are numerous legislative agents who represent more than one special interest.



Where Fire is all in the day's work

FIRE is an ever present danger in the Iron and Steel Industry. The wide-spread use of fuel oil has increased the hazard of molten metal and burning coal and coke. High voltage electric equipment has added to the risk. The use and storage of benzol, gasoline and other inflammable liquids, together with the manufacture of by-products of a highly inflammable nature, make the chance of fire even greater.

Ordinary fire-fighting methods proved inefficient and ineffective in combating fire in this great industry. A newer and surer method was sought and found—the Firefoam method.

Firefoam is fatal to fire—even blazing oil. It puts out fire by quickly *smothering* it. Firefoam coats and tenaciously clings to every surface it touches. It floats on highly inflammable liquids. It is absolutely harmless to life and property.

When released, Firefoam expands eight-fold. There is nothing else like it in principle, in action or in effectiveness on fires. It assists in *lowering* insurance rates.

Among the users of Firefoam in the Iron and Steel Industry are:

American Steel and Wire Co.
Bethlehem Steel Co.
Carnegie Steel Co.
Illinois Steel Co.
Jones and Laughlin Co.
Lackawanna Steel Co.
Republic Iron and Steel Co.
Youngstown Sheet and Tube Co.

Firefoam was adopted by these industrial leaders as a matter of sound business. It safeguards both life and property. For the same reason, Firefoam protection should be in every factory, building and home. Send at once for literature.

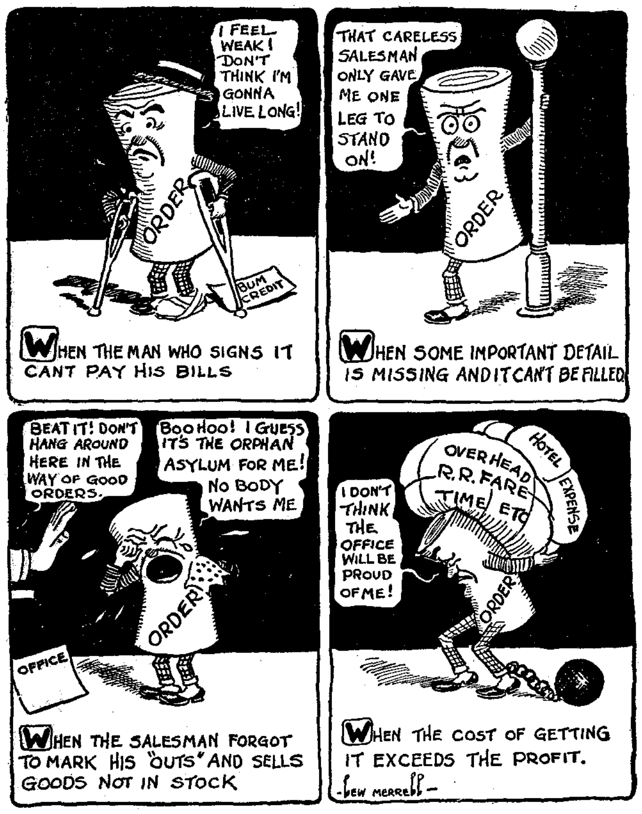
The Foamite Firefoam Company offers a complete engineering and inspection service, which includes unbiased recommendations as to the type of fire protection equipment best suited to the individual risk.

FOAMITE FIREFOAM CO., *200 Fifth Avenue, New York*
Sales engineers in principal cities. Dealers everywhere.

BUSINESS · EFFICIENCY

FACTS THAT BEAT ELOQUENCE IN SALESMANSHIP

A SUCCESSFUL CHICAGO SALESMAN carefully reads the papers each day to inform himself on current events for the benefit of his farmer customers. He has found that the man on the farm, lacking opportunities for daily contact with his fellow men, likes to discuss world happenings with somebody, and immediately becomes friendly toward a salesman who can favor him in this respect. After the general discussion is over, the customer is ready to talk business, and if he is in the market for the salesman's goods, the latter generally goes away with his order. This is a good illustration of a salesman's knowing his "prospects," which is one of the chief principles of salesmanship. There is one other, equally important. It is that the salesman should know his goods. A third might be added to the effect that he should avoid getting into a rut and ought to bear in mind constantly that every selling transaction presents certain features a little different from those of all the sales that have gone before, and hence each requires individual handling. A party with chronic liver complaint can't be sold by the same methods employed in dealing with a man in perfect health and exuberant spirits, and the sales psychology applying to a farmer differs from that of a poet. Further illustrations of the advantages of a salesman's knowing his goods and his public are furnished in a recent article in *System* (Chicago) by J. C. Thorpe, who writes on selling the customer who "has to be shown." Mr. Thorpe is the president of a company most of whose business is with farmers, and hence the article treats particularly of dealings with that class, but farmers are not the only customers who have "to be shown," and what Mr. Thorpe says is equally applicable to the selling of any other class of buyers. In training his salesmen, it appears that Mr. Thorpe emphasizes particularly the importance of their knowing the "prospects." He puts much of his argument in the nutshell of this concrete example:


I FEEL WEAK! DON'T THINK I'M GONNA LIVE LONG!
ORDER
BUM CREDIT
WHEN THE MAN WHO SIGNS IT CANT PAY HIS BILLS
THAT CARELESS SALESMAN ONLY GAVE ME ONE LEG TO STAND ON!
ORDER
WHEN SOME IMPORTANT DETAIL IS MISSING AND IT CAN'T BE FILLED
BEAT IT! DON'T HANG AROUND HERE IN THE WAY OF GOOD ORDERS.
BOO HOO! I GUESS IT'S THE ORPHAN ASYLUM FOR ME! NO BODY WANTS ME
OFFICE
ORDER
WHEN THE SALESMAN FORGOT TO MARK HIS "OUTS" AND SELLS GOODS NOT IN STOCK
I DON'T THINK THE OFFICE WILL BE PROUD OF ME!
OVERHEAD
R.R. FARE
TIME ETC
HOTEL
EXPENSE
ORDER
WHEN THE COST OF GETTING IT EXCEEDS THE PROFIT.
-Lew Merrell-

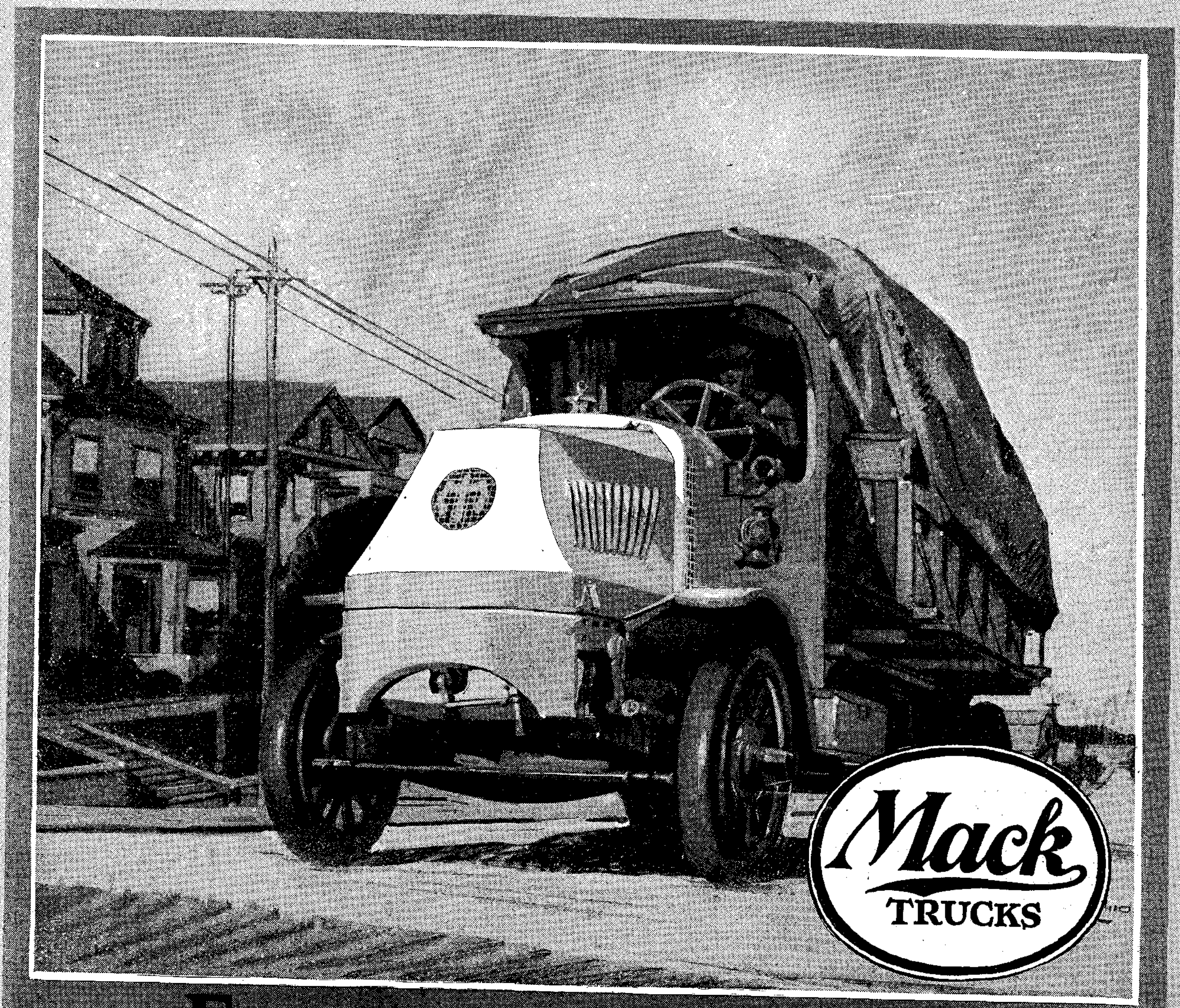
WHEN AN ORDER IS NOT AN ORDER.

—From *Sales Management* (Chicago).

> Not long ago one of our salesmen learned that a farmer prospect was financially interested in some producing oil-wells in Oklahoma, and that the study of the petroleum industry occupied most of his spare time. The salesman's very slight knowledge of the oil business was increased by reading a pamphlet on practical oil geology. When he made his first call on the prospect, he found it easy to divert the conversation to oil. An hour's visit ensued, during which time the farmer talked most, encouraged by intelligent questions from the salesman. As the hour drew to a close, the prospect rose, slapped the salesman on the shoulder, and said: "Well, boy, we've had a good visit, all right. We haven't talked much about automobiles, and I guess that's what you really came for. But I do like that sedan of yours. Bring her around May 1, and I'll give you a check." "A freak reaction!" do you exclaim? Not at all. Making that sale in that way was just as natural a result as could be. The prospect had somewhat of an interest in the car to begin with, but the courteous and complimentary attitude of the salesman, in the subject near his heart, made it easy for him to reach a decision.
>
> Another farmer, a prosperous German, was particularly interested in a study of methods of fertilization, beyond the practise that prevailed in his neighborhood. This the salesman determined during his first call. After making a second appointment, the salesman visited the agricultural college of the State university and obtained copies of a new bulletin on fertilization. His rather meager knowledge of fertilizers was increased by a hurried but careful study of the pamphlet.
>
> When he made his second call, the conversation eventually drifted to fertilizers. The salesman was not only an intelligent listener, but also gave some facts to the farmer which had not yet had his attention. They spent most of the evening discussing that subject. At the close the farmer said: "Well, Mr. Sharp, I guess we should talk automobiles a little. If you can use my note for a little while I will take the car. And I wish you would get me some more college dope on fertilizers." Thus the salesman made the sale in the face of hot competition.

The importance of a salesman's knowing his goods is illustrated by several instances from Mr. Thorpe's experience. Most customers ask numerous questions about the goods they buy, and unless the salesman is able to give satisfactory answers he stands in danger of losing the sale. The writer relates the following:

> A few months ago a farmer of my acquaintance walked into the salesroom of an automobile dealer who had just taken on a line of power farm machinery. He was met by a young man who had achieved success in selling motor-cars, and who, because of this achievement, had been assigned by his employers to have charge of tractor sales. He had had no special training in farm machinery, was densely ignorant of farm operations, and hence without a workable knowledge of the application of mechanical power on the farm. He did know, however, the specifications of the machine down to the last nut and bolt.
>
> The farmer was interested in mechanical specifications, but he was more interested in knowing the constants of performance—whether the belt horse-power was sufficient to pull a 26-by-46 separator under most trying conditions brought about by heavy, damp straw, or whether the tractor would pull three plow bottoms seven inches deep through the rubbery gumbo that spotted his fields. These and other similar suggested questions the young salesman could not answer intelligently; he at last appealed to his employer for aid, but without success.
>
> Seeing no possibility of securing the desired information, the farmer left the salesroom with this parting injunction: "Young man, I like your appearance. I believe you'd tell me the truth if you knew it. Just let me give you this advice from a man who is old enough to be your father: Don't try to sell another tractor until you know a lot more about what your machine will do and why it is preferable or necessary for a farmer to use mechanical power."
>
> This farmer, in describing this experience, told me that he went to that salesroom ready to buy that particular machine



For every requirement

"My Mack trucks, loaded to the top, frequently come up the Montgomery Street Hill—a grade of about 25%. I am now figuring on a contract that will require ten more 7½ ton Macks, which will bring my total fleet up to twenty."—*From one letter of hundreds we should like you to read.*

THE Mack motor has sufficient reserve power for work far in excess of normal requirements. In the 3½ to 7½ ton models, the bore is 5" and the stroke 6". While rated at 40 H. P. it has developed 74 H. P. on 100-hour continuous brake tests. It has a three-point suspension and is easily demounted.

Distinctive Mack engineering features, combined with 18 basic Mack patents, have developed the motor truck the world is talking about.

Capacities 1½ to 7½ tons. Tractors to 15 tons.

Our latest catalogues, Nos. 13 and 39, contain a detailed description of the many exclusive features that have made Mack supremacy possible, together with the complete specifications of every model. Send for them today.

INTERNATIONAL MOTOR COMPANY, NEW YORK

"PERFORMANCE COUNTS"

BUSINESS EFFICIENCY

Continued

> but his confidence was so upset by the inability of the salesman to tell him what he most desired to know that he looked elsewhere and purchased another machine. This farmer could not make allowances for ignorance and was susceptible only to argument that showed an accurate knowledge of the machine and what it would do. The incident points to principles previously suggested, but in a specific way to the importance of really "knowing the performance of the goods you have for sale."
>
> Not long ago a farmer visited the store of an implement dealer to buy a gang-plow. The dealer took his prospect to his implement shed, found a gang-plow, and virtually said: "Here it is; the price is so much. Will you eat it here or have it wrapt up?" The farmer was interested in some of the construction details and reasons for them, and began to ask a lot of questions. Many of them the dealer could not answer intelligently. The prospect, an admitted buyer, left with the statement that he might come back.
>
> The dealer met him on the street a few days later and asked, "Jim, what did you do about that gang-plow?"
>
> "Oh, I bought one from a mail-order house, Bill. I got more information from their catalog than you could give me, and I figured I'd better buy where the folks really knew what they were selling."
>
> It would not be reasonable to assume, of course, that occasion may not arise where the salesman will be unable completely to satisfy the inquiring mind of the prospect. In our organization, when our salesman "gets stuck" in the sales-room, he refers immediately to the office files for the information; when such a situation arises in the field, he passes on the information to the prospect immediately by telephone or mail upon his return to the office. This serves the two-fold purpose of maintaining contact with the prospect and of stimulating confidence in our organization and our merchandise.

The rule relating to the advisability of a salesman's avoiding a rut is discust by Maxwell Droke in *Sales Management* (Chicago). One of the easiest ruts to fall into, Mr. Droke thinks, is that of the "set speech." He recalls the old-fashioned book-agent who came at his victim thus: "Sir, may I interest you in this splendid volume, entitled 'Facing the Future,' or 'How to Get On in the World,' by J. Barker Shinn? This 278-page volume, bound in genuine leather, with a portrait of the author as the frontispiece, sells for the ridiculously small sum of $2.75," etc. Even the best of salesmen are apt to find themselves repeating stock phrases again and again, to the detriment of their salesmanship. Mr. Droke says that to keep his sales-talk up to par while he was on the road, he bore in mind the advice of an old sales manager who suggested that a salesman ought to look at every prospective buyer as a *man* and not as a *prospect*, and, further, that it was best not to try to *sell* to the customer, but to let him *buy*. The writer follows with a concrete example of how a skilful salesman, not by relying on a line of stock-sales chatter, but by instantly meeting an unsuspected situation, may make a sale:

> A salesman for a certain office device called upon me a few weeks ago. I told him that I did not believe I could use the device to advantage, as I had only a little office and a small volume of business. But instead of giving me a stock reply, the salesman smiled genially. "Why, that's exactly what Mr. James Jones told me last week," he remarked. "You know Mr. Jones, don't you, Mr. Droke?"
>
> I did know Mr. Jones. He is engaged in my line of work. Our office problems are very similar.
>
> "Well, he and I both had some doubt as to whether he could use a Wonderworker machine to advantage. Of course I didn't want to sell him one of the machines unless I knew it would save him time and money. That would have been poor business. So I left one of our Wonderworker Juniors at his office for a few days, and asked his stenographer to try it out. When I dropt in again a couple of days ago, Mr. Jones had the order already made out. He said the machine saved so much time he couldn't think of being without it.
>
> "I'll tell you what, Mr. Droke, suppose you call up Mr. Jones—his number is Main 7856—and ask him just how he is using his Wonderworker. Perhaps it will fit right in with your work. And then, again, perhaps it won't. But, of course, you don't want to overlook any chances to increase your office efficiency."
>
> I telephoned Jones. His testimony was favorable. The final fade-out showed me, fountain pen in hand, filling out the order-blank.

"AD" LETTERS THAT MISS FIRE—AND WHY

OLD-TIMERS often remark, regretfully, that letter-writing, as it was done in the "good old days," is now a lost art. Commenting on this situation, Walt Mason, the prose-poet, observes that he is glad it's lost. "The letters they used to write half a century ago would drive the modern reader to desperate deeds," opines Walt. He illustrates from his own experience. When he left home to seek his fortune forty years ago, he says, a good old lady promised to keep him informed of the news in his native village. She wrote him only one letter, which the prose-poet has been reading at intervals ever since. "When I have nothing else to do I take that letter from its dread abode and try to decipher a few more lines," he says. This letter, with which Walt Mason has struggled for forty years, was written in a tall, angular hand across the paper from east to west. When a page was filled it was shifted around and covered with writing from north to south across the original writing. There was also a set of lines running in a diagonal direction, a little west of south, and a fringe of writing all around the edges. What he has been able to interpret of this missive has shown the prose-poet that its contents are of a lugubrious nature, dealing entirely with sickness and calamities, a fact which has still further discouraged him with the old form of letter-writing. It is not only the old letter-writing that comes in for criticism at Mr. Mason's hands, however. He has several things to say of the modern letter-writers, particularly such as send out long letters urging the sale of their wares and mail them under one-cent postage. He says in *Hearst's Magazine* (New York):

> In our post-office lobby there is a large waste-basket, and the janitor empties it three times a day; it is filled that often with communications from people who have things to sell, thrown there by people who resent the receipt of that sort of mail. Most of these documents are form letters, an artistic imitation of typewriting, mailed under a one-cent stamp. I often wonder whether anything ever was sold by means of these form letters. I never knew a man to receive one without becoming indignant and wanting to whip somebody.
>
> It is annoying to go to the post-office and look in your box and see a lot of mail, only to take it out and find it junk from wrong-headed people who are determined to sell you the Evergreen Encyclopedia on the instalment plan, a dollar down and fifty cents a week for ninety-nine years. Perhaps you are expecting a long-delayed check that will save your life, and when you glance into the box, you think it's there at last; but instead you find the encyclopedia letter, and you go into the postmaster's private room and tell him what you think of him and his administration, and he summons the janitor, and the next thing you know you are out on the sidewalk, with your coat split up the back and your hat ruined; and it all causes hard feeling.
>
> I have read some of these imitation letters as a matter of curiosity and wondered if they ever bring results. As Shakespeare said, a sucker is born every minute, and nearly any scheme will catch a few. But the one-cent stamp, machine-made letters, with which the mails are everlastingly flooded, surely never gained the favorable attention of people who reason for themselves. They usually are so wordy that a man would need to take a day off to read one through; and they are impertinent, often vulgar, and generally foolish.

Mr. Mason expresses astonishment at the remarkable inability of the average writer of circular letters to read human nature. He says that a lot of the fellows that write him in an effort to sell him something use verse. Now, verse-making is Walt's method of trying to keep up with the H. C. of L. Anybody coming to Emporia, he says, can see him toiling at his lyre from morning until evening, only pausing at noon to eat "a couple of hard-boiled eggs and a can of sauerkraut." Hence he is fed up on verse. However—

> Half the "selling letters" I get in the course of a year are written in prose-poetry. People who have farthingales or halidoms for sale think they're sure to make a hit when they write to me in this fashion; and they only succeed in stirring up my wrath, so that I have a stroke of apoplexy and have to be soaked in the creek until I recover consciousness.
>
> Nobody could sell me anything by describing the merits of his wares in verse; for I can taste verse in my victuals, and it disturbs my dreams, and I am afraid to

FWD

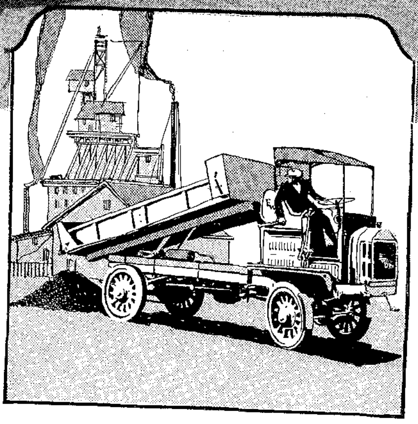
TRUCKS

THROUGH its own patented construction, the FWD brings to its owner ample strength for the hardest job and greater reliability at less cost for *every* job—with economy its outstanding characteristic.

The Four Wheel Drive Auto Co.
Clintonville, Wisconsin
Canadian Factory,
Kitchener, Ont.

FWD
WALTER GRIES AND MAURICE CO.

C. F. Cutler, Commissioner, Lincoln Park, Chicago, says: "You get more for your money in an FWD than in any truck on the market. They are cheaper to maintain, take less gasoline and are easier on tires."



Is there one *best* truck?

The Engineer's Answer

(From an interview with the Chief Engineer, Atterbury Motor Car Co.)

"I do not think it would be fair to say that any truck, not even the Atterbury, is the 'one best truck'.

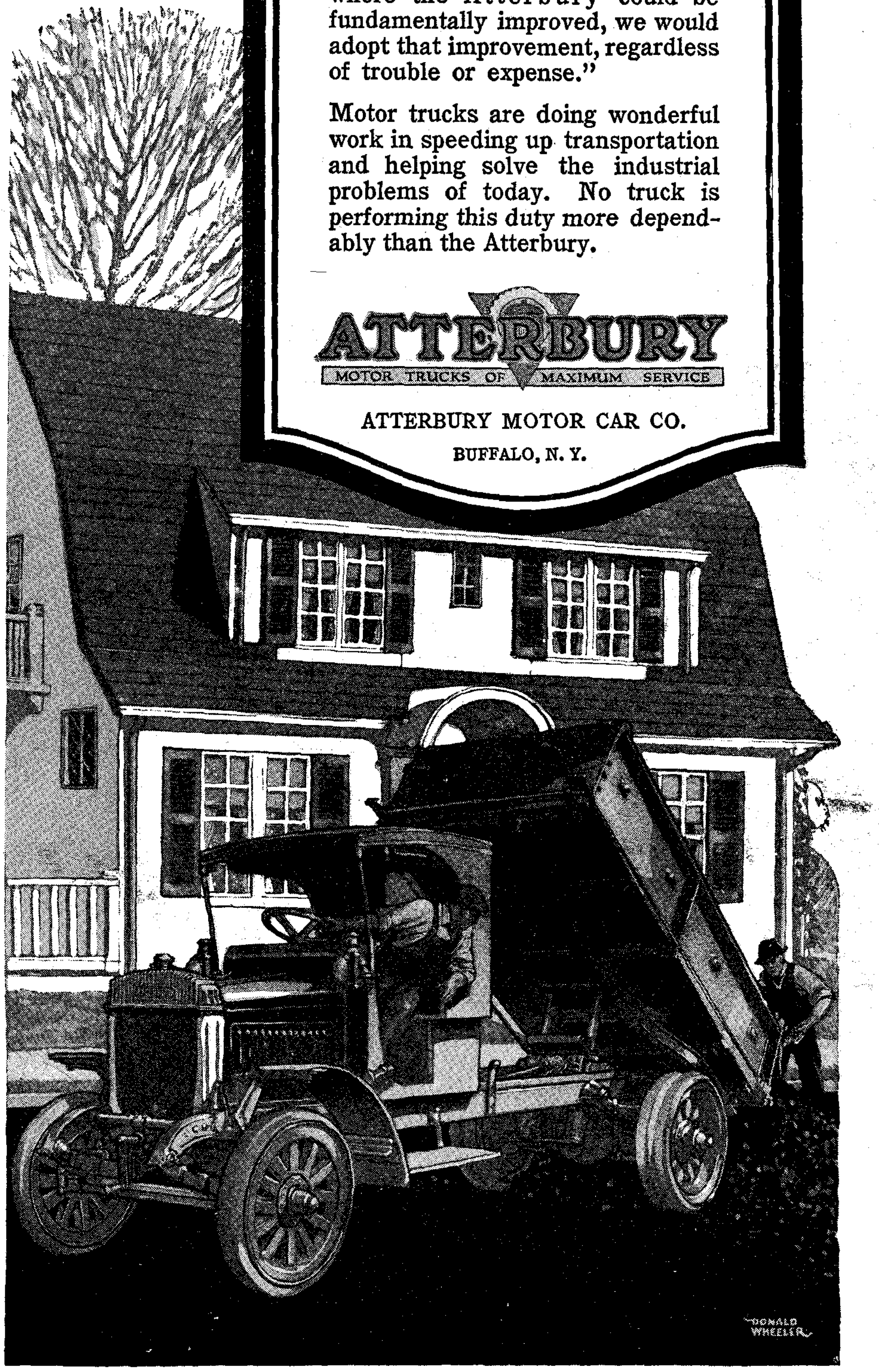
"But I am certain that no other motor truck embodies more careful thought, skill and experience than the Atterbury.

"And if, after our eleven years experience, we knew of a single point where the Atterbury could be fundamentally improved, we would adopt that improvement, regardless of trouble or expense."

Motor trucks are doing wonderful work in speeding up transportation and helping solve the industrial problems of today. No truck is performing this duty more dependably than the Atterbury.

ATTERBURY
MOTOR TRUCKS OF MAXIMUM SERVICE

ATTERBURY MOTOR CAR CO.
BUFFALO, N. Y.



BUSINESS EFFICIENCY
Continued

take a drink without first blowing the poetry off it.

I suppose that the same salesmen, writing to preachers, would quote a few texts; and if they addrest lawyers would make a few moving references to Coke and Blackstone; and doubtless they'd think they were doing something pretty smooth; but it is coarse work, my masters, and the fellow guilty of it will not arrive anywhere.

Ultimate consumers of the better class are pretty well endowed with common sense, and it is well to remember that when writing letters to them trying to sell them stove wood or threshing-machines.

One of the common faults of trade letters is exaggeration. It is good business to boost your goods all they will stand, so long as the wares will make good your boast. But the minute you begin writing things which aren't true, you are getting into dangerous territory.

My special weakness is automobiles. Whenever I have a few dollars saved up I go and buy a new one from the village tinsmith. Dealers in cars are aware of this, and they write me letters, nice personal letters, begging me to call and examine some new boat they have in stock.

I have such a letter before me now. The writer has just accepted the agency for the Rattler car, and he tells me all about its mechanism, and its moral character, and its ability as a hill-climber, and its marvelous gasoline record, and so on. Altho I get stung every time I buy a new one, I know a good deal about cars; and I know that the car he describes is too good to be true. They may have such automobiles in heaven, but they are not made on earth.

So this man loses a possible sale (for I have six hundred and seventy-four dollars saved up, and am about due to buy a new boat) because he lets his enthusiasm run away with him. Had he stuck to a line of possibilities and probabilities, he'd have seen me snooping around his place one of these fine mornings, with my bank balance tied up in a neat canvas sack, all ready to blow myself.

The prose-poet is also displeased with the flippancy in the tone of a lot of sales-letters. A man who boosts his goods in slang terms or sings their merits to the tune of "Yankee Doodle" will find that people consider him frivolous and will not have any confidence in him. This lack of dignity is found in the literature of some of the greatest firms in the United States and may even be charged up against Uncle Sam. As we read:

Most of the selling letters I receive are too flippant in tone. This is true of the form letters and the personally conducted ones. The man who wants to sell something should be impressive, and he can't be impressive without dignity. If he preserves a decent dignity, you feel you may place some reliance upon his word; but if he boosts his goods in the slang terms of the day, or sings their merits to the tune of "Yankee Doodle," you feel that he is a frivolous person who will say anything for the pleasure of hearing himself talk.

This lack of dignity distinguishes the literature of some of the greatest concerns in the United States. In fact, it may be charged up against Uncle Sam himself.

For some time a division of our Government has been sending me literature urging me to join the aviation service. The fact that such stuff should be sent to me argues inefficiency somewhere; for I am too old and fat to take up such a perilous profession. I have no idea of going up in an air-ship until the landscape has been upholstered six feet deep. If I happened to fall out of a balloon or airplane, as things are now, I'd destroy a lot of property where I landed, and there would be damage suits and all sorts of unpleasantness.

But Uncle Sam seems to have the idea that I am a fair and willowy stripling, with my life profession still unchosen, and he sends me handsomely printed circulars and pamphlets, urging me to repair to the nearest aviation camp and enlist. And these circulars and pamphlets are so flippant and frivolous in tone that I am ashamed of him.

He goes into rhapsodies over the joys of aerial work. "Ain't it a grand and glorious feeling?" he inquires.

That sounds all right in connection with a Briggs cartoon, but in a brochure by our Uncle Sam it jars. The whole tenor of his aviation literature leads to the belief that he is a sporty old codger with his hat tilted over his left eyebrow, and a black cigar in the corner of his mouth, and a half-pint in his hip pocket. It would be better if his literature inspired our young men with the belief that he is a highly moral old gentleman with a lot of choice tracts in his coat-tail pocket.

The same fault may be found in the selling literature of some of our great business houses. Doubtless the owners and managers of these places are grave and reverend gentlemen who take a serious view of their responsibilities; but they have fallen victims to the modern American idea that the way to be a successful salesman is to be a merry-andrew.

And so they permit their salesmen to send out foolish letters which bore sensible people when they don't positively offend.

If you went into a store to buy yourself a celluloid collar, and a salesman stept up and pointed his finger at you and cried, "You are the man!" you would be sorely tempted to punch his head, and nobody would blame you; and in all human probability the owner of the store would fire that salesman with such vehemence that he'd slide around a block on the back of his head.

A year or two ago tens of thousands of people in this country received a circular letter from a big merchandising company; upon opening it they faced the picture of a man who pointed an insolent finger at them, and from his mouth issued the words: "You are the man!"

It was the most impudent thing I ever saw; and the firm sending out such a letter couldn't sell me anything in a thousand years.

If you have a fireless cooker for sale, and propose to write to people explaining its merits and urging them to buy one, for the love of Michelangelo, it is a good plan to pause at the end of every sentence, as you compose your epoch-making epistle, and ask yourself: "Would I say this if I were talking to a man face to face?"

For we are all tempted to enter the realm of flapdoodle when we take our pens in hand and attempt to say convincing things by letter.

If you wish to sell your fireless cooker by the correspondence route, remember always that most of the people you are addressing are strangers, and it is a peculiarity of strangers that they appreciate courtesy. You have no right to jam their

True Shape

HOSIERY

ARE you one of the thousands of women who know the immeasurable satisfaction that comes from each succeeding purchase of *TRUE SHAPE* Hosiery or do you just buy hosiery?

Try *TRUE SHAPE* No. 564—the patented cross stitch below garter top absolutely prevents runs. The flare top gives comfort where most hosiery is tight and binding.

Isn't this reason enough why you should ask for *TRUE SHAPE* No. 564?

TRADE MARK TRUE SHAPE REG. U.S. PAT OFF

Wherever you are, you'll be sure of hosiery satisfaction if you insist on the TRUE SHAPE diamond on each pair.

TRUE SHAPE Hosiery is also made for men and children. If your dealer cannot supply you, write us direct.

TRUE SHAPE HOSIERY COMPANY
PHILADELPHIA

BUSINESS EFFICIENCY
Continued

hats down over their ears in a sportive way. As a rule, strangers don't enjoy any of your breezy little familiarities; so don't talk to a man you have never seen as tho you had slept in his corn-crib most of your life.

You will never sell your fireless cooker if you write long, windy letters about it. Brevity is the soul of wit and a lot of other things. It certainly is the soul of business correspondence.

Try to describe your cooker in five hundred words. Then cut the story down to one hundred words, and finally make it fifty, if you can. And let every word be respectful and strictly to the point. Don't try to be funny; the people you are addressing can go to the drug-store and get a lot of almanacs for nothing, and therein find humor as good as yours.

Don't give people titles unless you are sure they enjoy wearing them. Where one man likes to be called "Judge" or "Colonel," a score feel like invoking the law if they receive such treatment.

Put a two-cent stamp on your envelop when you mail your soul-searching document. The feeling against one-cent letters in this country is bitter, and increases in bitterness every time the mail comes in.

Make no claims that you aren't prepared to back in every way. If you sell a man your fireless cooker, and he finds it's a refrigerator in disguise, there will be few sincere mourners at your funeral should he call upon you and dispense the high justice, the middle, and the low.

FROM CUB TO STAR SALESMAN BY THE ARMOUR METHOD

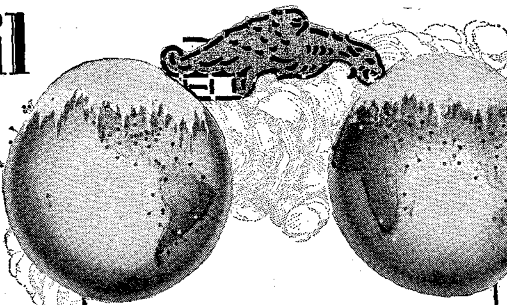
TO give a man plenty of rope, so he would either hang himself or make a ladder and climb up, was P. D. Armour's idea of training salesmen. The principle has been adhered to ever since by the organization he founded. Hence, the four thousand Armour salesmen to-day, restricted by few rules, are given every chance to expand. A man's success as a salesman with the big packing company is entirely up to himself, we are told. All are given an equal show and no place in the business is closed to any man demonstrating his ability to fill it. A pull is no good at Armour's. The hopeful son of the manager's best friend isn't favored more than any other man. In training its salesmen, it seems that the Armour Company proceeds on the theory that more successes and more failures are made during leisure hours than at any other time of the day. So they try to persuade their men to study their jobs outside business hours. They hold that a good salesman must know more than merely the quality and selling points of the goods he handles. They make it a point to instruct him in these matters, taking special pains to inform him thoroughly, among other things, as to the firm's advertising. The company's policy was outlined in a general way recently by Vice-President F. Edson White in an interview granted *Printers' Ink Monthly* (New York), from which we quote:

> We think that an Armour salesman ought to be well acquainted with general house policies and to be able to set forth, explain, and even defend the firm for which he works. It would be useless to tell a man to do this. You have to show him how. If a salesman is going to represent a house properly in all that the term implies, he must have a vast amount of detailed information, some knowledge of economic principles, and must do a great deal of broad thinking.
>
> Hence we see to it that the salesman gets every pamphlet, booklet, and publication of any sort issued by the firm. He is encouraged to study these.
>
> Believing that advertising is one of the mightiest forces in modern merchandising, we try to make the salesman see it not only from a standpoint of Armour advertising, but from that of the retailer as well. The really successful salesman has got to know advertising himself, and then he has to convey this knowledge to the merchant he calls upon. He can not expect to accomplish this in a day or in a week. He has got to keep working at it little by little, working on one retailer and then another as he makes his rounds. It is our belief that after a salesman has been six months or a year on a certain territory he ought to hold himself responsible for what the retailers in that territory know about advertising.
>
> The strong point about this method is that it not only makes the retailer appreciate advertising to an extent that renders him more receptive to the firm's efforts along that line, but it also lays a broad foundation for future efforts of the salesman himself. Many salesmen get trivial results because they talk exclusively on small themes. There is a time and place for all things, and the shrewd salesman has a sense of proportion. A salesman who spends all his days talking about the mealiness of his beans, the flavor of his soup, the deliciousness of his hams, or what the price is this week as compared with last, will not cut a dashing figure in a firm organized after the pattern of Armour's.
>
> The salesman must be equipped and qualified to deliver broadsides on the big themes that really count, such matters as an organized and continuous advertising backing and the supreme importance of rapid turnover. This is the kind of selling approach that sells a whole line. Judged by our standard, a salesman is not considered really competent until he can swing a whole line in one talk as readily as he can handle any single item.
>
> A salesman is not a good salesman unless he understands his firm's advertising policy. This is one of the things we rigidly insist upon. Equipping and educating a man so that his whole selling presentation is on the excellence of the goods is a relic of the old school. In addition to wanting goods of merit the retailer wants to know how he can sell them readily. This is why we consider the salesman's work in a sense only begun when he sells the retailer goods. The transaction is not complete from the salesman's standpoint until the goods have been sold to the consumer.

Armour & Co. are not content merely to send salesmen copies of printed advertising permitting them to make the most of it. The salesmen, of course, get copies of all that is put out, but, in addition, they are supplied, with a lot of advertising matter designed exclusively for them. As we read:

> The printed matter that is sent to Armour's salesmen alone and that is not sent at all to any retailer is of a larger volume than many big concerns use in selling their goods to their customers.
>
> In other words, Armour utilizes advertising ideas and methods to keep the salesmen thoroughly up to date on all details relating to the firm, which is one of the points Mr. White brings out so strongly.
>
> One thing is a well-printed booklet outlining the advertising program for the year. This booklet for 1920 is entitled "To Help You Sell the Whole Line of Armour's Quality Products." Then is given a complete program for the year's advertising. The salesman is told in detail all about the newspaper and magazine advertising, the window displays and the various direct mail methods that are employed in bringing the company's products to the attention of dealers. He is given a full account of how Armour helps the dealer reach the consumer. He is made thoroughly acquainted with the store signs, free advertising assistance, package inserts, trade calendars, and other things that are at the disposal of dealers.
>
> The salesman is told how the educational bureau through correspondence and articles for publication interprets the economic phases of the company's relation to the public, and how the producer's advertising is designed to bring about a closer cooperation between the farmer and packer. Then there is the campaign to doctors, nurses, and hospital attendants which is an appeal to those who can understand wholesomeness and purity in foods.
>
> The book tells of the advantages of handling advertised goods, and why, how and where the company advertises. It devotes some attention to showing up the old fallacy that advertising adds cost to a commodity, and that somebody must foot the bill.
>
> "For every dollar taken in," the book says, "Armour spends about an eighth of a cent for advertising. This eighth of a cent buys larger sales volume, easier selling, and quicker turnover. It makes possible a better product at a cheaper price, more profit at a cheaper price, more profit for Armour and more profit for the dealer. Not Armour nor the dealer nor the consumer pays for advertising. It pays for itself."
>
> The advertising prospectus is mailed to the salesman in an envelop on which is printed "First Aid to 1920 Selling." It contains a post-card which the salesman is supposed to sign and send back. This acknowledges receipt of the prospectus, says that the salesman has read it, and that he will use it according to instructions.
>
> At intervals large broadsides are sent out to salesmen. These give seasonable messages. A recent broadside presented ten reasons why dealers should carry the complete oval label line. The salesman was exhorted to "Sell the Whole Line and Ring the Bell."
>
> There is another advertising campaign to Armour salesmen which instructs them specifically in various kinds of merchandise that the firm handles and its application to certain selling seasons. This work is done through a little weekly bulletin printed in process on heavy paper and perforated so it can be kept in a binder supplied the salesman for that purpose.
>
> A recent bulletin gives the salesman six reasons why he should look forward to a big summer trade. These are declared to be the six brands of B. C. Salami, which is

Cold Ahead! Change Oil



A winter lubricating message of vital importance to drivers of the cars listed here in red

"WHY is it so hard to start the engine in freezing weather?"

"Why do I have troubles with the starter, the oil pump and the batteries?"

Winter weather emphasizes the importance of the Vacuum Oil Company's Chart of Automobile Recommendations.

Fourteen years ago when the first edition of this Chart was prepared, it was found that not only did different cars require different oils, but that many cars required a different grade of oil in winter than in summer.

Today in specifying the correct grade of oil for winter lubrication, the following factors must be taken into consideration:

1. Ease of starting of engine
2. The type of lubricating system
3. Location of the oil pump
4. Size and mesh of the oil screen
5. Size of the oil piping
6. Exposure of the oil piping

Thus, when freezing weather may be expected it is found that certain cars should be supplied with oil of greater fluidity in order to—

1. Avoid undue strain on the starter and batteries
2. Permit quick and easy distribution of the oil to all frictional surfaces
3. Permit positive oil delivery by the oil pump
4. Avoid clogging of congealed oil in piping or oil screen

Experienced motorists and repair men now realize that the winter oils specified in the Chart shown here provide the utmost freedom from cold weather troubles. They have found that these oils distribute quickly to every moving part. They know that such protection is vital in winter.

In changing from a summer to a winter recommendation, the proper method is to drain all the old oil from the crank-case when the engine is warm; pour in a quart of clean, light lubricating oil (do not use kerosene); turn the engine over a few times, by hand or starter, to cleanse the crank-case; drain out this cleansing oil; and then refill with the correct grade of Gargoyle Mobiloils for winter use.

GARGOYLE

Mobiloils

A grade for each type of motor

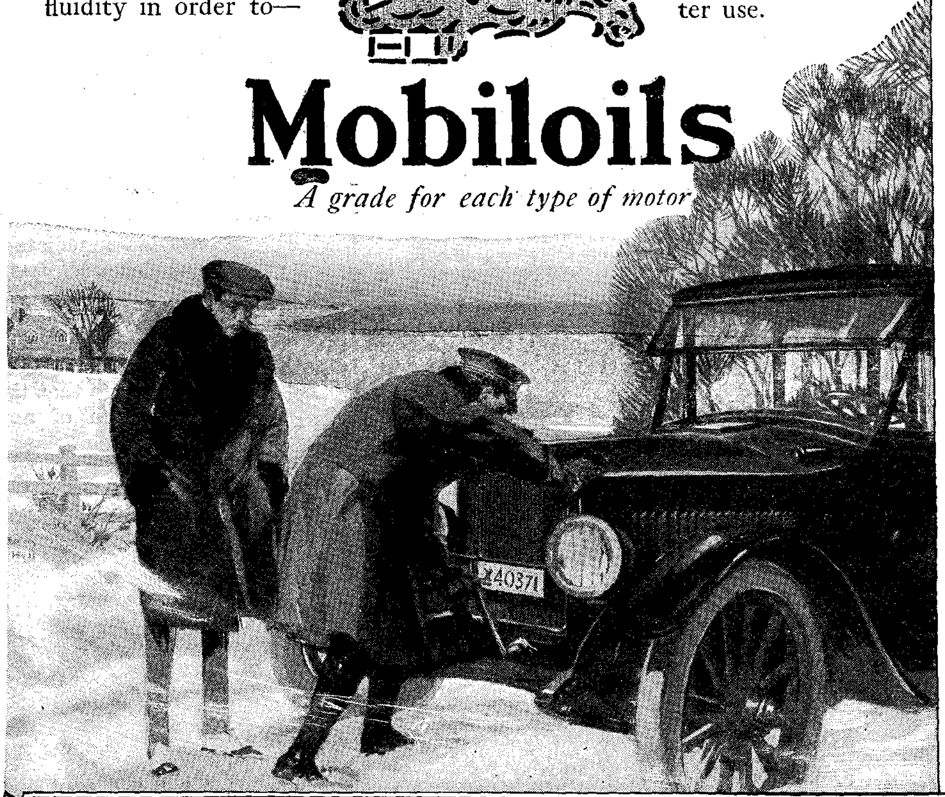


Chart of Recommendations for AUTOMOBILES

(Abbreviated Edition)

How to Read the Chart

THE Correct Grades of Gargoyle Mobiloils for engine lubrication are specified in the Chart below.

A means Gargoyle Mobiloil "A"
B means Gargoyle Mobiloil "B"
E means Gargoyle Mobiloil "E"
Arc means Gargoyle Mobiloil Arctic

These recommendations cover all models of both passenger and commercial vehicles unless otherwise specified.

Where different grades of Gargoyle Mobiloils are recommended for summer and winter use, the winter recommendation should be followed during the entire period when freezing temperatures may be experienced.

This Chart is compiled by the Vacuum Oil Company's Board of Automotive Engineers and constitutes a scientific guide to Correct Automobile Lubrication.

If your car is not listed in this partial Chart, consult the Chart of Recommendations at your dealer's, or send for booklet, "Correct Lubrication," which lists the Correct Grades for *all* cars.

117 Weekly's & Farm No. 4
Automobile 1920

NAMES OF AUTOMOBILES AND MOTOR TRUCKS	1920		1919		1918		1917		1916	
	Summer	Winter	Summer	Winter	Summer	Winter	Summer	Winter	Summer	Winter
[illegible]	A	Arc.	A	Arc.	A	Arc.	A	Arc.	A	Arc.
Buick	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
Cadillac	A	A	A	A	A	A	A	A	A	A
Chalmers (6-48)	....	....	....	....	....	....	....	....	Arc.	Arc.
[illegible]	....	....	....	....	....	....	....	....	A	Arc.
" All Other Models	A	A	A	A	A	A	A	A	A	A
Chandler Six	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
Chevrolet (8 cylinder)	....	....	A	A	A	A	A	A	....	....
[illegible]	....	....	A	Arc.	A	Arc.	....	....	....	....
" [illegible])	A	Arc.	....	....	....	....	....	....	....	....
" All Other Models	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
[illegible]	A	Arc.	....	....	....	....	....	....	....	....
Cunningham	A	A	A	A	A	A	A	A	A	A
Dart (2 & 3½ Ton)	A	A	A	A	A	A	....	....	....	....
[illegible]	A	Arc.	Arc.	Arc.	A	Arc.	A	Arc.	A	Arc.
[illegible]	....	....	....	....	....	....	A	Arc.	A	Arc.
" All Other Models	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
Diamond T (1½ Ton)	A	A	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
" " (Mod. U 2 Ton & K 3½ Ton)	A	A	....	....	....	....	....	....	....	....
" " (5 Ton)	A	A	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	....	....
" " All Other Models	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
[illegible]	A	Arc.	A	Arc.	A	Arc.	A	Arc.	A	Arc.
[illegible]	A	Arc.	A	Arc.	A	Arc.	A	Arc.	A	Arc.
[illegible]	A	Arc.	A	Arc.	A	Arc.	A	Arc.	A	Arc.
" (6 cylinder)	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	....	....	....	....
[illegible]	A	Arc.	A	Arc.	....	....	....	....	....	....
Federal (Model S-X)	....	....	....	....	A	A	A	A	....	....
" (Special)	....	....	....	....	Arc.	Arc.	....	....	....	....
" All Other Models	Arc.	Arc.	Arc.	Arc.	A	A	Arc.	Arc.	Arc.	Arc.
Ford	E	E	E	E	E	E	E	E	E	E
Four Wheel Drive	A	A	A	A	A	A	A	A	A	A
Franklin	A	A	A	A	A	A	A	A	A	A
Giant (Using Gasoline)	Arc.	Arc.	Arc.	Arc.	....	....	....	....	....	....
" (Using Kerosene)	A	A	A	A	....	....	....	....	....	....
[illegible]	A	Arc.	A	Arc.	A	Arc.	A	Arc.	A	Arc.
[illegible]	....	....	A	Arc.	....	....	....	....	....	....
" (") All Other Models	Arc.	Arc.	Arc.	Arc.	....	....	....	....	....	....
[illegible]	A	Arc.	A	Arc.	A	Arc.	A	Arc.	....	....
[illegible]	A	Arc.	A	Arc.	A	Arc.	A	Arc.	A	Arc.
" (12 cylinder)	A	A	A	A	A	A	A	A	A	A
[illegible]	B	....	....	....	....	....	....	....	....	....
[illegible]	A	Arc.	A	Arc.	A	Arc.	A	Arc.	A	A
" All Other Models	....	....	....	....	....	....	....	....	Arc.	Arc.
[illegible]	A	Arc.	A	Arc.	A	Arc.	A	Arc.	A	Arc.
I. H. C. (2 cylinder)	....	....	....	....	A	A	A	A	A	A
[illegible]	A	Arc.	A	Arc.	A	Arc.	A	Arc.	A	Arc.
Jordan	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	....	....
King (8 cylinder)	A	A	A	A	A	A	A	A	A	A
Kissel Kar (Model 48)	....	....	....	....	....	....	....	....	A	A
" " (12 cylinder)	....	....	....	....	A	A	A	A	....	....
" " [illegible]	A	Arc.	A	Arc.	A	Arc.	A	Arc.	A	Arc.
Liberty	A	A	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	....	....
[illegible]	A	[illegible]	A	[illegible]	A	[illegible]	E	E	E	E
Marmon	A	A	A	A	A	A	A	A	A	A
Maxwell	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
Mercer	A	A	A	A	A	A	A	A	A	A
[illegible]	A	Arc.	A	Arc.	A	Arc.	A	Arc.	A	Arc.
" (8 cylinder)	....	....	....	....	....	....	....	....	A	A
[illegible]	....	....	B	[illegible]	B	[illegible]	A	A	A	A
Nash (Quad.)	A	A	A	A	A	A	....	....	....	....
" (Model 671)	....	....	....	....	A	A	....	....	....	....
[illegible]	A	Arc.	A	Arc.	A	Arc.	....	....	....	....
[illegible]	A	A	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	A	Arc.
" (12 cylinder)	....	....	A	A	A	A	A	A	A	A
Nelson	A	A	A	A	A	A	A	A	....	....
Oakland (8 cylinder)	....	....	....	....	....	....	....	....	A	A
" All Other Models	A	A	A	A	A	A	Arc.	Arc.	Arc.	Arc.
[illegible]	A	Arc.	A	Arc.	....	....	....	....	Arc.	Arc.
" (6 cylinder)	A	A	A	A	A	A	Arc.	Arc.	....	....
" (8 cylinder)	A	A	A	A	A	A	A	A	A	A
[illegible]	A	A	A	Arc.	Arc.	Arc.	....	....	....	....
" All Other Models	A	A	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	....	....
[illegible]	A	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
Packard	A	A	A	A	A	A	A	A	A	A
[illegible]	A	Arc.	A	Arc.	A	Arc.	A	Arc.	A	Arc.
" (Cont. Eng.)	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
" All Other Models	A	A	....	....	....	....	....	....	....	....
Parker	A	A	Arc.	Arc.	....	....	....	....	....	....
Peerless (8 cylinder)	A	A	A	A	A	A	A	A	A	A
" All Other Models	....	....	....	....	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
Pierce Arrow	A	A	A	A	A	A	A	A	A	A
" " (Com.) (5 Ton)	A	A	A	A	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
" " (") All Other Mod.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc	Arc.	Arc.	Arc
[illegible]	A	A	A	A	A	A	A	A	A	Arc.
[illegible]	B	A	....	....	....	....	....	....	....	....
[illegible]	A	Arc.	A	Arc.	A	Arc.	A	Arc.	A	Arc.
Republic	....	....	....	....	....	....	....	....	A	A
" (¾ Ton)	....	....	....	....	....	....	....	....	Arc.	Arc
" (1 Ton)	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc
" (1½ Ton)	Arc.	Arc.	Arc.	Arc.	Arc.	Arc	Arc.	Arc	....	....
" [illegible]	Arc.	Arc.	A	Arc.	A	Arc.	A	Arc.	A	Arc.
[illegible]	A	[illegible]	A	[illegible]	A	[illegible]	E	E	....	....
[illegible]	....	....	....	....	....	....	A	Arc.	....	....
" All Other Models	Arc.	Arc.	Arc.	Arc.	....	....	Arc.	Arc.	....	....
[illegible]	A	Arc.	A	Arc.	....	....	....	....	....	....
Saxon	....	....	E	E	E	E	E	E	E	E
[illegible]	....	....	....	....	Arc.	Arc.	A	Arc.	A	Arc.
" " (6 & 8 cylinder)	A	A	A	A	A	A	A	A	A	A
Standard Com'l. (Detroit)	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
[illegible]	B	A	B	A	B	A	A	A	B	A
Stephens	A	A	A	A	A	A	Arc.	Arc.	Arc.	Arc
[illegible]	A	A	A	Arc.	A	Arc.	A	Arc.	A	Arc.
[illegible]	A	Arc.	A	Arc.	A	Arc.	A	Arc.	A	Arc.
Stutz	A	A	A	A	A	A	A	A	A	A
Templar	A	A	A	A	A	A	....	....	....	....
[illegible]	A	Arc.	....	....	....	....	....	....	....	....
" (6 cylinder)	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
[illegible]	....	....	A	Arc.	A	Arc.	....	....	....	....
" (") All Other Models	Arc.	Arc.	Arc.	Arc.	Arc.	Arc	....	....	....	....
Westcott	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
White (16 valve)	....	....	A	A	A	A	A	A	....	....
" (3 Ton)	....	....	A	A	Arc.	Arc.	....	....	....	....
" All Other Models	....	....	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
[illegible]	B	A	B	A	B	A	A	A	B	A
[illegible]	A	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	....	....
Wilson	....	....	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
Winton	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.

VACUUM OIL COMPANY

Specialists in the manufacture of high-grade lubricants for every class of machinery. Obtainable everywhere in the world.

NEW YORK, U.S.A.

Domestic Branches: New York, Boston, Philadelphia, Pittsburgh, Detroit, Chicago, Minneapolis, Indianapolis, Kansas City, Kan., Des Moines.

BUSINESS EFFICIENCY
Continued

described to the salesman as being a "sausage that gives the fine smoky flavor of ham and bacon with just enough garlic to insure that pleasing, snappy taste that adds so much to the light lunch at a picnic." Then there is given a rather technical description of Salami telling just how it is made. The idea is to supply the salesman with talking points to present to his trade.

Another bulletin relates to dried sausage which is sold under the name of Gold Band for Americans and Mortadella for foreigners. It tells how Mortadella originated in Italy and gives many interesting facts which the dealer would not be likely to know.

Other bulletins with many interesting historical facts relate to a great variety of meat products and present concrete ways in which they can be sold. The bulletins are called "messages." Each has a number. They are planned so as to form a logical series and thus retain the salesman's interest. For example, message No. 12 may refer to something in message No. 5, and so on.

It has been said that Armour hardly ever "fires" a man from any department. This is because they don't like to waste human material that represents an outlay in time and training, and if there is any possibility of doing so, they nearly always give their men another chance. We read:

After an investment has been made in a man and he fails to make good in a certain job, Armour regards it as bad business, other things being equal, to turn him out. If he has ability, character, and energy, and if he has become well versed in the affairs of the firm, he is considered too valuable an asset to be thrown away without another trial. But sometimes a man's character is not strong enough to survive a change. The human element again, you see. Mr. White gave an interesting instance to illustrate this.

"We had a university graduate in here," he said, "whom we put to work with a view of developing him for some future usefulness in the business. He wanted to be a salesman. He was placed in a department where he would have simple opportunity to learn about the firm and to know the packing business. He worked hard, and in the course of three years gained what I considered to be a very unusual fund of knowledge. Plainly he was a comer. Then he went away to war. When he returned for duty he came to see me to talk over his future with Armour. I ascertained from his superior that he was making only mediocre progress in his department, altho he was a valuable man. Anyway, we had invested considerable time and money in him.

"He could have gone on in that department without rising to any extent. Therefore, if we left him there we would not be doing the right thing either by him or by the company. We proposed to put him in another department. He asked for a day to think it over and then resigned."

Armour's conservatism in the matter of letting men out is one of the principles handed down by P. D. Armour.

Everett Wilson, who has charge of the sales forces in all of the branch houses, told me of a little experience of his own with P. D. Armour in this respect.

Mr. Wilson had had some difficulty with a young man on his office force and had finally discharged him. The boy's mother went to see Mr. Armour about it, and he referred her to Mr. Wilson. When she appeared at the office next day Mr. Armour noticed her, and asked Mr. Wilson what she wanted, taking this tactful method of introducing the subject. Mr. Wilson told him.

Mr. Armour then said:

"If I were you I wouldn't let any boy get the better of me. We have to train and develop these young fellows. We must be patient with them. By firing this fellow you as much as admitted that you could not handle him. I have two sons of my own whom I want to bring here to work. But I almost hesitate to do so for fear you will fire them."

All of which seems to be in line with the Armour idea, as exprest by Mr. White, that a human being is a big potential asset, and that nothing within reason should be left undone to the end that his development may be the best.

THE CITY MAN MUST HELP THE FARMER SOLVE HIS PROBLEMS, SAYS SECRETARY MEREDITH

THE man-power represented by the army of summer vacationists would all be put to work to help out on the farm if E. T. Meredith, Secretary of Agriculture, had his way. Not that the Secretary would compel the festive vacationist to engage in bucolic labor. Far from it. His idea is that a vacation pitching hay, milking cows, feeding a hungry threshing-machine, or driving a four-mule team could be made so pleasant that before long every man in the city along about Christmas-time would be telegraphing his country cousins for reservations for the next vacation season. Men could go out in groups, says Mr. Meredith, and live in camps equipped with motion-picture shows and other entertainments. It would be much more fun, he thinks, than trapesing over seventeen square miles of rough territory, carrying a heavy gun and vainly looking for game, or spending one's time playing with a fishing-rod and tickling mosquito bites. The benefits accruing from the change in occupation, fresh air, and exercise would be as great in farm-work as in any of the conventional forms of vacation. Moreover, instead of coming away with a depleted pocketbook, the man who spent his vacation working on the farm would be money ahead—something by no means to be sneezed at these high-priced times. Mr. Meredith's suggestion that farm-work vacations be popularized is contained in a recent article of his in *Munsey's Magazine* (New York), discussing the oft heretofore aired problems of the American farmer. In this connection the Secretary makes some interesting comparisons to indicate the vast importance and colossal size of the farming industry in the United States. He says:

If all the farmers in the United States should decide to go into some other business—to branch out, as we say—they could sell their live stock and their crops for a single season, and with the money they would receive they could buy all the railroads in this country, with all the rolling-stock and other equipment.

If they wished to go out of the farming business entirely, they could sell their farms along with their crops and live stock, and with the money they would receive they could buy all the railroads, all the manufacturing establishments, all the mines, and all the quarries in the United States. In other words, it would be just about an even trade between the farm property and all the other productive property in the United States, excluding the mercantile establishments.

Their income from live stock and crops for a single year would pay practically the whole of the national debt. The total investment in agriculture amounts to about eighty billions of dollars, and last year the value of crops and live stock aggregated twenty-five billions.

It stands to reason that upon the successful operation of this vast industry depends the welfare and prosperity of the whole country, and everybody is vitally interested in whether or not the farmer gets along. The food-stocks in the larger cities at any one time are sufficient only for a short time, and if the flow of farm products be interrupted the city population would soon face hunger. While the city man may feel that he has no control over the nation's food production, says the secretary, the fact remains that he can be either a help or a hindrance in this matter. It is in an attempt to show how the city-dweller may help that Mr. Meredith suggests the farm-work vacation. Another suggestion relates to the city man's making it a point to see that all trucking areas about his own city are utilized in the production of food. As we read:

Each city has, in this regard, a problem that is somewhat different from that of any other city. The Department of Agriculture is doing what it can toward the solution of these problems, but our advice and our aid must necessarily be of a general sort. Not even the State agencies can give to each individual case the close attention that a local organization is in position to give.

Each organization knows the extent to which the food supply of its own city depends upon the trucking areas immediately surrounding it. It knows, or may learn by conferring with the truck-growers, the peculiar labor problems that have to be met. It can go far toward solving them if it will give them serious consideration—and I think all will agree with me that the matter is worthy the attention of any business organization.

This country is facing a difficult situation with reference to its future food supply, states Secretary Meredith. This year the planted acreage is hardly enough to meet the requirements. Next year conditions may be even worse if the labor shortage and the uncertainty of prices of farm products are not remedied. Says Mr. Meredith:

It should be remembered that American farmers are not only in competition with one another as producers, but also in competition with the producers of other countries. Not only that, but agriculture as an industry is in direct competition with other

The 1921 HAYNES TOURING CAR

at $2935 actually impresses people as a $5000 Car

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This is natural, for the new 1921 Haynes Touring Car is one of the finest automobiles ever made, through and through. Its high hood, superb lines, splendid finish, deep upholstery, refined fittings, general air of luxury and refinement leave nothing to be desired.

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Kokomo, Indiana, U. S. A.
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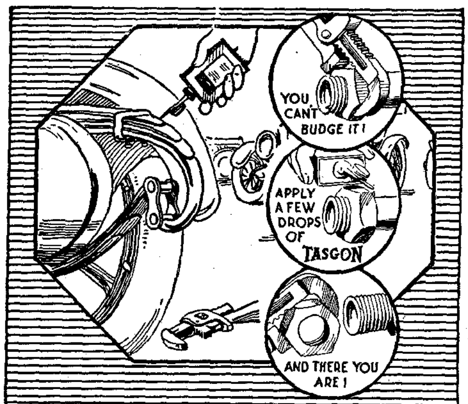
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SQUIRT a few drops of Tasgon between the leaves of your automobile springs. It stops squeaks instantly.

A miracle worker for automobiles, tractors, railroads, trucks, motor boats, farm implements—machinery of any kind. A necessity in factory, shop, mine, garage—in the home or on the farm.

Dissolves rust. A few drops quickly loosens bolt, nut, joint or other connection. Will prevent carbon, start a cold motor—enables you to take a stubborn tire off easily.

Whenever you use a wrench—use Tasgon. It has a hundred uses—all in one. Sold by hardware and automobile supply stores in half-pint, pint, quart and gallon cans.

Nozzle-top pint can sent prepaid on receipt of $1.00—if your dealer cannot supply you.

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BUSINESS EFFICIENCY

Continued

industries for capital, and especially for labor.

The present deficiency in labor supply of the country is measured by the fact that during the war-period we received about four million fewer immigrants from Europe than would normally have reached our ports.

During 1917 and 1918 our manufacturing industries were largely diverted to the making of war-munitions and supplies, and our usual stocks of manufactured commodities were greatly reduced. At the close of the war, therefore, there was an accumulated shortage and an increased demand for manufactured articles. Manufacturing industries could afford to speed up to full capacity and to pay increasingly higher wages, because the additional cost could be passed on to the consuming public. The extra labor required for this increased output was obtained largely from the farms.

The drift of young people from the farms to the cities had been going on at an increasing rate even prior to the war, especially in the vicinity of industrial centers. More than two million young farmers went into the military service. Many more farm laborers were lured away by the high wages and shorter hours of city employment. When the great army of farmer-soldiers was mustered out of service, many of them found employment in the cities. Since the close of the war there has been an increasingly heavy draft upon farm labor by other industries, offering higher wages, shorter hours, and the allurements of city life. Reports and letters that come to the Department of Agriculture agree in emphasizing the farm-labor shortage and its probable effect upon farm operations this year and in future years.

Farmers hesitate to pay higher wages because, unlike other industries, there is no opportunity for a quick turnover, and they can not count on passing the increased cost along to consumers. Not only are farm wages higher than ever before, but hired labor for the farms is scarce at any price, and is generally reported as less efficient than formerly.

Farmers are repeatedly assured from one source or another that prices of all commodities, especially farm prices, will be lower this year than last. This may or may not prove to be true, but they know that the slump in live-stock prices since July of last year has already cost them several hundred million dollars.

The farmers of the United States faced this year, and, unless conditions are changed, must face next year, the problem of whether to pay high prices for all the things they have to buy—farm labor, equipment, seed, fertilizers, clothing, and supplies—and the investment of a large part of the cost of production in the early spring months, with the prospect that after harvest, when they come to market their crops, they will be compelled to accept lower prices for everything they have to sell; or whether they shall cut down the initial expense of production by investing less capital in equipment, supplies, and hired labor by reducing their acreage and the number of their live stock. These are the considerations that have led to a reduced acreage of crops this year, and that may bring about a more serious reduction next year.

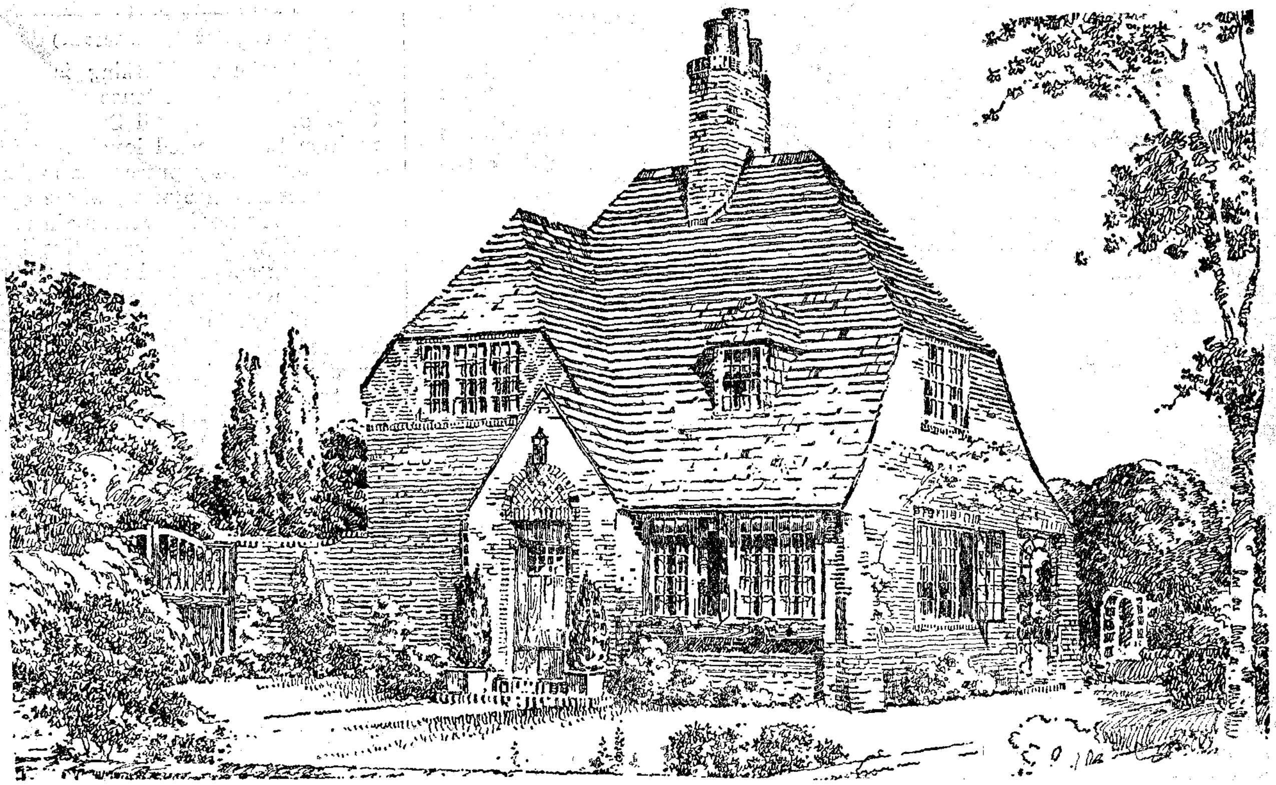
As business men, what would you do under the circumstances? It is a matter that concerns every business man and every consumer. The food situation will depend upon what answer you help the farmers to find for this difficult problem during the next twelve months.

The business of farming must show a profit, one year with another, if agriculture is to flourish as an industry, the Secretary reminds us. Three elements enter into profitable farming, we are told—ample production, minimum cost of production, and adequate prices. These are discust as follows:

> Adequate production at minimum cost involves more efficient methods and economical operations. In this the following may be mentioned as important factors:
>
> Better utilization of the soil.
>
> More intelligent use of fertilizers.
>
> The use of better seed.
>
> The growing of more productive strains and varieties.
>
> Better prevention of soil erosion.
>
> More effective methods of combating insect pests and plant and animal diseases.
>
> The production of more and better grades of live stock.
>
> Better utilization of forage, roughage, and waste materials on the farms.
>
> Better maintenance of soil fertility by conserving soil moisture and manure, and by a greater use of legumes in rotations and as companion or intertilled crops.
>
> The greater use of machinery and practical mechanical power on farms.
>
> The problem of securing for the farmer prices which will enable him to maintain production is a more difficult one. Attention must be given to better and more economical methods of grading, storing, marketing, and distributing farm products. The Department of Agriculture is organized to develop each of these essential factors for making the business of farming more profitable by making production and marketing more efficient and economical.

HOW FALLING PRICES DECREASE THE GOVERNMENT'S INCOME—Treasury experts who have been studying the price situation with a view to ascertaining its effects upon the revenues of the Government are convinced, the editor of *The Dry Goods Economist* tells us, "that if prices continue to decline in proportion to the descent of the last month, there will be a serious deficit." The conclusion has actually been reached "that with the present rate of decline in prices continuing throughout the coming year, the revenues from excess-profits taxes will be cut practically in half." Nor is this all that Treasury officials have to worry about in this connection—

> This general reduction will have an effect also in wages and salaries, for which price-reductions on merchandise, salaries, and wages must also be reduced in some measure. Here, too, officials see the probable loss in income taxes from the huge total to which this source of revenue has grown as a result of war-time earning capacity of employees and officials of all grades and in the income of corporations whose returns have been so plethoric for several years past. As a matter of fact, every price-decline means a loss of earning capacity somewhere, and this is certain to make itself felt in revenues collected by the Government. From the view-point of the Treasury, the outlook is not pleasing.



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ALL THE WORLD WATCHING THE AMERICAN ELECTION

(*Continued from page 26*)

administrations. Nothing is gained by glozing over the existence of this competition of interests, and Senator Harding's position that it need involve no ill-will if fairly and openly pursued is undoubtedly the common-sense view, whose open profession averts misunderstandings. In the same spirit we take it Senator Harding would take no exception to Britain's action if it should be a case of standing upon her treaty rights, in regard, for instance, to Panama Canal traffic. In reference to this question Mr. Harding said 'a treaty is a treaty, a solemn obligation, the terms of which must be solemnly observed.' But he added enough to indicate that if he should be brought to the Presidency we may expect to find the question raised diplomatically at an early date. This is fair notice, and we ask nothing more than the policy of plain dealing, believing this to be the best policy for all interests in the long run."

But the issue in the American election, *The Morning Post* continues, is "what line the United States Government is to adopt in regard to taking up its membership in the League of Nations and the exertion of an active influence in the affairs of the Old World," and it reminds us that—

"Mr. Harding has declared himself openly for the conclusion of a separate peace with Germany to terminate the awkward and absurd situation that continues in consequence of America's not having been a party to the signature of the Treaty of Versailles. He goes on to express the opinion that any military alliances between the United States and Europe are an impossibility. This is, of course, a reference to the convention with France binding the States to come to her assistance should she be unprovokedly assailed by Germany. Its repudiation, which nullifies the corresponding British Convention, has been a fixt article in the Republican creed since the issues in the contest were joined. In regard to the League of Nations the Republican policy, as interpreted by Mr. Harding, is non-committal. He does not repudiate the idea of association with the other great nations in the cause of civilization, but he is evidently more alive to the objections than to the possibilities of a formal union until the way is more clearly shown."

IRELAND

The Dublin *Irish Independent* speaks of Senator Harding as "a man who has risen from a comparatively humble position to be the head of a big American enterprise," his newspaper properties, and continues:

"Senator Harding stands for that conservatism which sees in modern socialism and communism the bitterest enemies of a cultured progress and prosperity. We have said that for the Republican nominee questions of foreign policy hold but a secondary place. We might go further, for, indeed, to most Europeans his attitude toward them is an unknown quantity. He has accepted the official platform of his party, of course. But that is so vague that it has won the subscription of men poles apart like Senator Johnson and Mr. Hoover. Irishmen are pleased at his selection. When it was recognized that Mr. Johnson, the strongest protagonist of Irish claims in the group, perhaps, would be beaten, their support, so far as it was given at all, was flung into the scale on the side of Senator Harding, and thus the most favored candidate of the chauvinist section, the candidate who conducted his campaign all through in uniform, was defeated."

Of the Democratic nominee, the *Irish Independent* says that "the selection of Governor Cox is in some measure a win for the Irish cause in America, as he is considered to be more in sympathy with this country's aspirations than are any of the other candidates who hoped to obtain the coveted quota of votes," and we read:

"Britain is still hoping for the active participation of America in the League of Nations. She is anxious that the Treaty should be ratified as speedily as possible. Provided the Democrats prove victorious in the Presidential campaign, there is still a possibility of the United States taking its place in the League. But a Democratic victory is by no means certain, and the League of Nations seems destined to remain ineffective for some time to come. . . . America will hardly sacrifice either her individuality or her independence in order to become embroiled in the disputes which the commercial greed or imperialism of others is certain to provoke."

SCOTLAND

The Edinburgh *Evening Dispatch* reflects that if America, as it is said, is "watching Europe to see whether cooperation for great world-purposes is possible," it is no less true that Europe is "watching America to discover signs whether she is coming any nearer to realization of her international duties and responsibilities." This daily proceeds:

"Lord Reading, at the *Mayflower* celebrations in Plymouth, said he knew enough of America to say that so long as she could strike a blow, and so long as she could maintain, uphold, and spread liberty, she would never be found backward in coming forward to assist those who might require it. He fervently hoped and believed that America and Great Britain would be joined together with faith in a high cause, and hold to that course with tenacity, even tho death might come. That is the faith to which the people of this country would fain cling, and to which, we believe, the men who know the two peoples do cling in spite of every temptation to despair. If the American people understand that that is really the British attitude, and be convinced that it is the whole truth, then we need not fear for the future."

Says the Glasgow *Weekly Herald:*

"European interest in the pending Presidential election in America centers in the attitude of the rival candidates to the League of Nations, and, undoubtedly, Governor Cox, the Democrat, is 'our man.' Identifying himself more with the progressive wing of his party than with the Eastern 'bosses' who were supposed to have secured his nomination, he has put Senator Harding, the Republican candidate, completely on the defensive, with somewhat damaging results. Having first alienated all the progressive elements of his party by his self-contained separate peace and anti-League attitude, the Senator has now been forced to explain that he does not 'wholly and finally reject the League,' that

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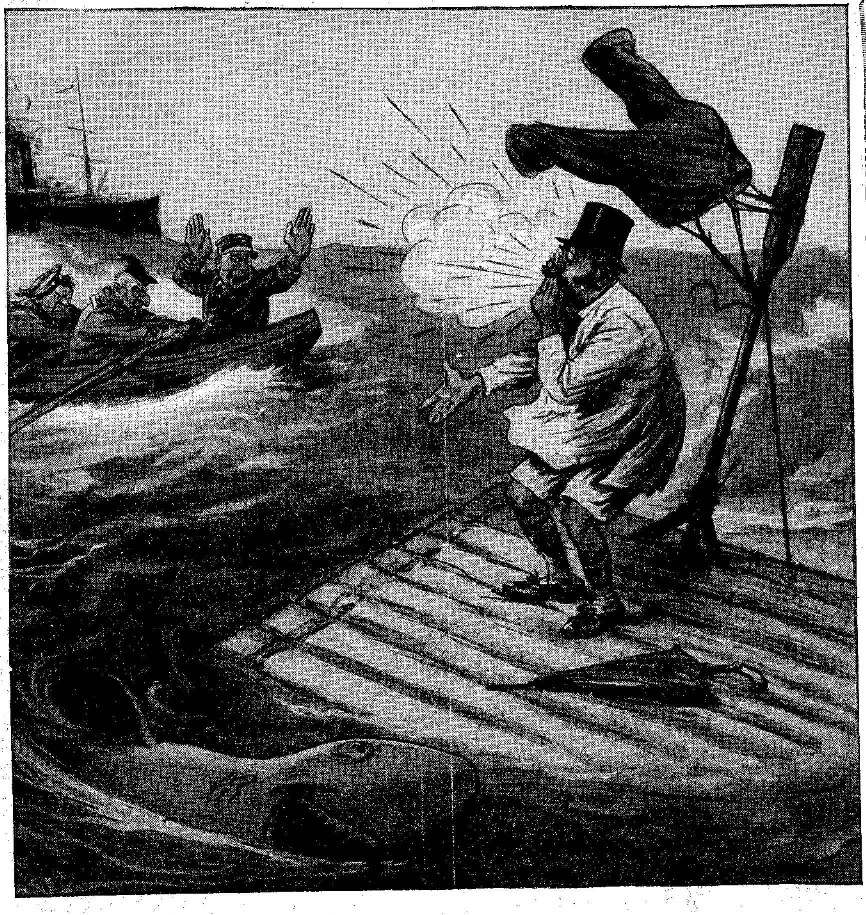

A Cougher Gets No Sympathy—
Even In Mid-Ocean

When the castaway cried "Take me off!"
They replied "We're reluctant to scoff,
You look so grotesque, you'd
Deserve to be rescued
If only you hadn't that cough!"

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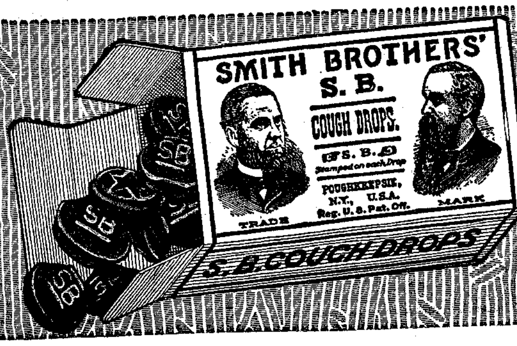

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he does not altogether desire a separate peace with Germany, and that America's otherwise splendid isolation has weaknesses which the bulk of its people—Republicans as well as Democrats—have discovered. Whatever the ultimate result, the moral victory thus already lies with the Democratic Governor."

Judging by the Democratic platform, the Edinburgh *Scotsman* discerns the Peace Treaty as a clear-cut issue between Republicans and Democrats, and observes:

"The Republican Convention at Chicago did not go the full length with the opponents of the League of Nations; but the vague and insipid resolution which was adopted can only be regarded as equivalent to rejection of the League clauses of the Treaty. The League of Nations is based on the conception of a permanent international authority, with a body of rules and regulations to which the assenting Powers shall be in honor bound to adhere. It provides for the automatic and compulsory reference of disputes among members to the arbitration of the League and binds the Powers to act together against a recalcitrant member. It is a very different proposition from the loose and go-as-you-please arrangement proposed by the Republicans, who, moreover, insist that the United States shall not be deprived of the right to determine themselves what is just and fair, and protest against being involved, even as peacemakers, in 'a multitude of quarrels, the merits of which they are unable to judge.'"

WALES

The Cardiff *South Wales News* says:

"The peoples of Europe await America's decision with the profoundest anxiety. They were greatly influenced by the idealism of President Wilson, for whom they still retain the warmest respect and admiration. They appreciate the immense value of the help which America rendered to the common cause of the Allies and the magnitude of her contribution to the final victory. But, withal, they are profoundly disconcerted by the discovery that the President has up to the present failed to carry American opinion with him on the subject of the League of Nations, and fear that the defeat of his policy may postpone a general settlement in Europe and make it impossible to erect new safeguards against future wars. Morally, America's hesitation has tended to depress every vestige of altruism and idealism in Europe. It has wrought a deep disillusionment and is responsible, more than any other factor, for the revival of the old, vicious diplomacy."

FRANCE

A New York correspondent of the Paris *Victoire* writes as follows:

"There is nothing to be held in Mr. Harding's reproach because he has done nothing very striking. He fairly represents the temperament, mentality, and political ideas, both domestic and foreign, of the mass of voters of the essentially conservative party, which the Republican party is. He resembles McKinley, talks like McKinley, thinks like McKinley. In choosing him, the Republicans have become twenty years younger—or have aged twenty years. From the French point of view he will be exactly what the party of Lodge and Wood is, that is to say, sympathetic enough toward France and desirous of rendering France service, providing that at the same time he does not have to sacrifice his hatred for President Wilson. . . . Once President Wilson is out of it, it is probable that Mr. Harding and his party will ratify the treaty. But in order to do this, Mr. Harding must first be elected."

Every four years, says the Paris *Liberté*, the United States is "violently agitated by a Presidential election." And this year there is justification for the quadrennial fever because of the non-ratified Treaty of Versailles, of future relations with Europe, of conflict between labor and capital, of the high cost of living, et cetera. Nevertheless, we are told, it is not on these points that the most animated discussions are waged; and the *Liberté* adds that "there is scarcely any difference between the platforms of the Republicans and the Democrats," for "both parties have held an ear to the ground." We read then:

> "Is the fight made on the question of candidates? Not precisely. Both candidates, toilsomely discovered by their respective conventions, are personalities not of the first order, and neither of them excites in his party more than moderate enthusiasm. That which gives zest to the conflict is, as always, the sum total of hidden special interests—one might perhaps more justly say, of special interests that show themselves from behind political interests. It is a fact universally known that customs whose only respectability is their age, and they will soon be a century old, have become imbedded in the United States. They date back, it is said, to Andrew Jackson, who was twice President, from 1829 to 1837, and Senator Marcy exprest them in a formula to the Senate in these words, 'To the victors belong the spoils.' Now the Democrats for eight years have had all offices, all preferment, and the Republicans would like to see it come their turn for their share in the 'spoils.' Assuredly there is something ominous in the fact that a Presidential election should be looked upon by the mass of the voters in a great nation from such a selfish point of view. There is danger in this condition, also, since, according to the Constitution of the United States, the President's power does not stop with the distribution of spoils. The Chief Executive, who is elected for four years, has during that term so great authority that it has been said of him, in the days when there were still autocrats on thrones, that he is 'a king in evening dress.'"

The Paris *Journal des Débats* also fixes as the main *motif* of the Republicans the desire to "get the White House away from the Democrats," and, therefore, their chief business is "to discredit President Wilson and his work as much as possible." The President has made their task easier, we are told, by certain errors of method, and "if he had taken care to associate himself with the Republican party in the peace operations, and if he had chosen representative Republicans, such as Mr. Taft or Mr. Elihu Root, for example, to accompany him to Paris, he would have disarmed his adversaries in advance." But despite the mistakes Mr. Wilson has made and some awkward consequences that ensued, this jour-

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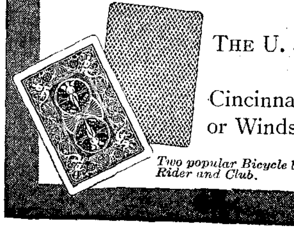
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nal still finds "much injustice in the excessive attacks of which Mr. Wilson is to-day the object." One may say this without meddling in the political disputes of our American friends, this daily remarks, and at the same time it notifies us that the Treaty of Versailles is "a fact" and "it is and will remain the basis on which the reorganization of Europe shall be effected." We read then:

> "This is so true that whatever be the result of the Presidential campaign, we believe that the point of view of both parties, despite their present sharp conflict, will come very close to unity once the result of the elections is known. The United States can no longer live in splendid isolation. Once their periodical political crisis is over, they will seek the way to join in the common work that no nation can lastingly evade without incurring personal suffering."

In the view of the Paris *Figaro*, which speaks of Mr. Harding and Mr. Cox as "the identic candidates," two great problems have weight in the Presidential election, and will continue to have weight during the first year of the next President's term. One of these is the Peace Treaty, and the other is prohibition, and the *Figaro* proceeds:

> "America will have many other problems to solve, but, near or far, these two enigmas preoccupy everybody. There must be a ratification of the Peace Treaty that does not bind the United States too close to Europe. Business men of foresight, who lead the Republican party, hold absolutely to this stand. A way must be found to change the absolute character of the prohibition law without seeming to renounce this grand gesture of abstinence, proudly made as a lesson in sobriety to the world. Since prohibition went into effect, the Americans have been gorging themselves with candy and coffee; and their habits have suffered profound disturbance. The bosses of both parties have received assurances, and the bosses are the natural protectors of the liquor interests or have direct interest themselves. And this is why Harding and Cox, of Ohio, will be offered to the choice of the American electors, who want to have as their chief a man who shares their tastes, their ideas, and their prejudices. They are two men of the Central or Middle West section of the country where not much thought is spent upon European and world problems, and where there develops a peaceful Americanism with the gentle colonial habits of the nation which invented cocktails and all the many varieties of drinks long and short. So as far as the Peace Treaty and as prohibition as well as other points are concerned, Harding and Cox are one and the same man."

The *Paris-Midi* calls attention to the fact that while the French people manage the business of securing a new President in eight days, the Americans require eight months. As between candidates, Mr. Cox is described as having temperament and "brilliant oratorical gifts," while Mr. Harding possesses "calm" and is even "dull," according to his opponents, "who, perhaps, do not do him justice." As this Paris daily sees the matter, it appears that—

> "The American public has one supreme desire to-day, and that is to see no more of a superman in the White House. The contrast with France on this point is fairly striking. Mr. Wilson seems to have produced that fatigue in the public mind which was beginning to be noticeable toward the close of Mr. Roosevelt's term. What is wanted in the White House is a modest man who has no ideas of his own, and who is ready to agree with his party on all points. Hence the exceptional chances of Mr. Harding, a Senator esteemed by all, including his Democratic colleagues, and who does not believe himself to be either God the Father or Napoleon. In choosing him, those sapient judges of American psychology, the leaders of the Republican party, knew very well that they were about to offer the American people a veritable antidote to Wilsonism, which is what the electors are wishing for to-day."

BELGIUM

The Brussels *L'Etoile Belge* features an interview with Baron de Cartier de Marchienne, Belgian Ambassador to the United States, on his return to Belgium, in which his Excellency emphasizes the fact that "a diplomat is bound by rigorous professional reserve," and warned his interviewer not to expect him to say which of the two Presidential candidates he prefers. The Ambassador knows them both and finds in them "all the characteristics of their race," and he says that from the Belgian standpoint it is a satisfaction to know that both candidates cherish friendly feelings toward Belgium. The Ambassador is quoted further as saying:

> "In this important election there is one rather disconcerting fact. The program of each candidate is a little wanting in precision. The charges made by Cox supporters that Harding was backed by funds destined to buy the election do not greatly interest public opinion. To-morrow Harding will make the same charges against his opponent. It is the order of the day."

As to predictions about the outcome of the election, the Ambassador said they are difficult to make, and as to whether the ratification of the Treaty would play any part in the Presidential campaign he declared:

> "None whatever. In the United States questions that one day are foremost in the minds of everybody are forgotten on the morrow. The general feeling is that an honorable peace must be made with Germany, but there is no longer any thought given to the conflict months back between President Wilson and the Senate on the Peace Treaty. In this matter an *impasse* has been reached. The people favor resumption of business with Germany, but they have no particular friendship for the country. The American has too great a cult of individual liberty to admire the German régime."

GERMAN VIEWS

The Berlin *Reichsbote* recalls that American Presidential elections are always bitter contests, but says the present one "breaks the record for intensity." Doubtless this is because the "trial balance of the world-war" is involved in this election, and it is pointed out that never before have the

GIFTS THAT LAST

MEMORIES

FADED with age are the laces in the ancient treasure chest. The bridal veil is a filmy ruin. Time has dulled the silken lustre of the wedding gown of long ago. A faint hint of fragrance lingers like the ghost of orange blossoms. Dead are these treasures of dead yesterdays. But hallowed by the sentiment that inspired it, the gift of jewelry remains in beauty untouched by the years—memory's radiant heirloom of the happiness of bygone days.

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paramount issues in a Presidential election been international questions. Supreme above all other phases of international issues is the League of Nations, and on this question, "day after day, the press throughout the Union are waging debate with an animosity and vehemence hitherto unknown even in America." The *Kölnische Volkszeitung* says that each of the two great political divisions charges the other with Jingoism, but in truth, we are told, there is Jingoism on both sides. This journal goes on to say that any one with a political eye must be amazed to see how closely the Republican platform parallels the Democratic. The one point on which there is real divergence, according to this newspaper, is the Peace Treaty and the League of Nations.

With reference to the Republican convention the Berlin *Deutsche Zeitung* remarks that "our beloved German-Americans were nowhere," and tho "they number millions, they are politically dead," yet it thinks that they might very well "vote for Democratic beer." To the Stuttgart *Schwäbisches Merkur* and many other German journals the election is bound to be deeply affected by the Irish-American vote as cast against the League of Nations, and the German-American vote as cast against the League of Nations, and anything whatever that is redolent of Wilsonian policy. It is recalled by some that Governor Cox was not "too anti-German" during the war, but he has fallen from grace, evidently, because of his action in forbidding the teaching of German in the schools in Ohio. The *Schwäbisches Merkur* points out, however, that the Irish-American vote must be considered as a much more cohesive block than the German-American vote. The American correspondent of the *Frankfurter Zeitung* says that the indications are that Senator Harding will be elected, and it regrets that Governor Cox was so stupid as to support the legislation against the teaching of German in Ohio. He reports that he has "yet to find a friendly word for Governor Cox in the German-American press," and even in the Democratic German-American newspapers there are featured "hate articles" against him. As to the question of a separate peace with Germany this observer remarks that "while it took America only a few days to get into the war in April, 1917, it looks now as tho it would take several years before she gets back to peace."

The Berlin *Deutsche Allgemeine Zeitung* says that every other interest in the world is overshadowed by the Presidential election and the problems of Europe are merely means toward an end in the Presidential conflict, yet it points out that at present America is "seated on a volcano" as far as her foreign policies are concerned and that neither Republicans nor Democrats have done much to calm it. Both candidates, in the view of this journal, have to take a very strong attitude against European

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"THE STAMPED PRICE IS W.L.DOUGLAS PERSONAL GUARANTEE THAT THE SHOES ARE ALWAYS WORTH THE PRICE PAID FOR THEM"

THE best known shoes in the world. They are sold in 107 W. L. Douglas stores, direct from the factory to you at only one profit, which guarantees to you the best shoes that can be produced, at the lowest possible cost. W. L. Douglas name and the retail price are stamped on the bottom of all shoes before they leave the factory, which is your protection against unreasonable profits.

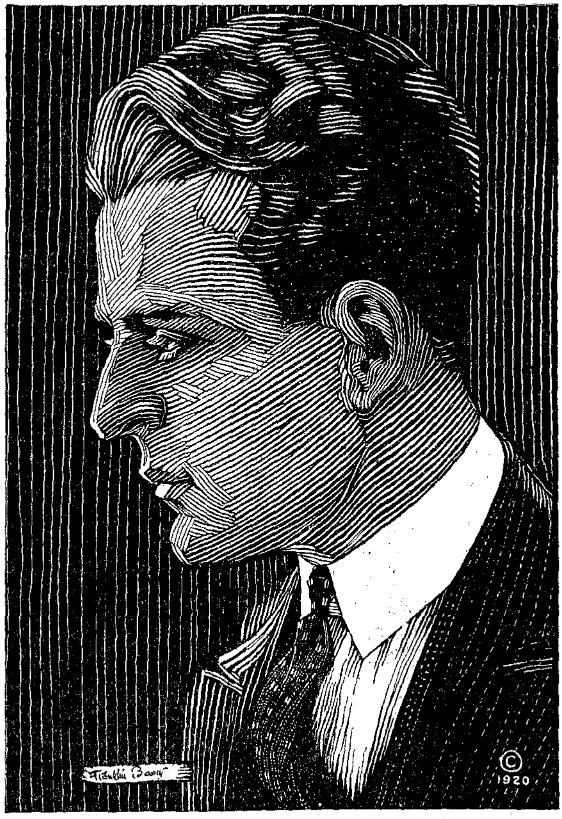
W. L. Douglas $9.00 and $10.00 shoes are absolutely the best shoe values for the money in this country. They are made of the best and finest leathers that money can buy. They combine quality, style, workmanship and wearing qualities equal to other makes selling at higher prices. They are the leaders in the fashion centers of America. The stamped price is W. L. Douglas personal guarantee that the shoes are always worth the price paid for them. The prices are the same everywhere; they cost no more in San Francisco than they do in New York.

W. L. Douglas shoes are made by the highest paid, skilled shoemakers, under the direction and supervision of experienced men, all working with an honest determination to make the best shoes for the price that money can buy.

W. L. Douglas shoes are for sale by over 9000 shoe dealers besides our own stores. If your local dealer cannot supply you, take no other make. Order direct from factory. Send for booklet telling how to order shoes by mail, postage free.

CAUTION.—Insist on having W. L. Douglas shoes. The name and price is plainly stamped on the sole. Be careful to see that it has not been changed or mutilated.

W. L. Douglas
President
W.L.Douglas Shoe Co.,
161 Spark Street,
Brockton, Mass.



An illustration of the new SLIDEWELL collar—PENFIELD, drawn by Franklin Booth for Hall, Hartwell & Co., Troy, N. Y.

SLIDEWELL
COLLARS
Save your Tie, Time and Temper

If your dealer does not sell Penfield, send us your name and size and we will see that you are supplied.

"entanglements," if they do not wish to yield up their beliefs in the Monroe Doctrine. At the same time we are reminded that, tho the Democratic party has had all to do with America's mixing in European affairs during recent years, the American imperialistic policy is the exclusive territory of the Republicans, and this journal harks back to the period from 1897 to 1912 when it was found that on account of its situation and its power America must take an active part in world politics. Despite America's all-absorbing interest in the domestic concern of her Presidential election, this journal thinks it would be unmoral for America to stand apart from the problems of Europe because America has been one of the chief actors in the making of the Versailles Treaty.

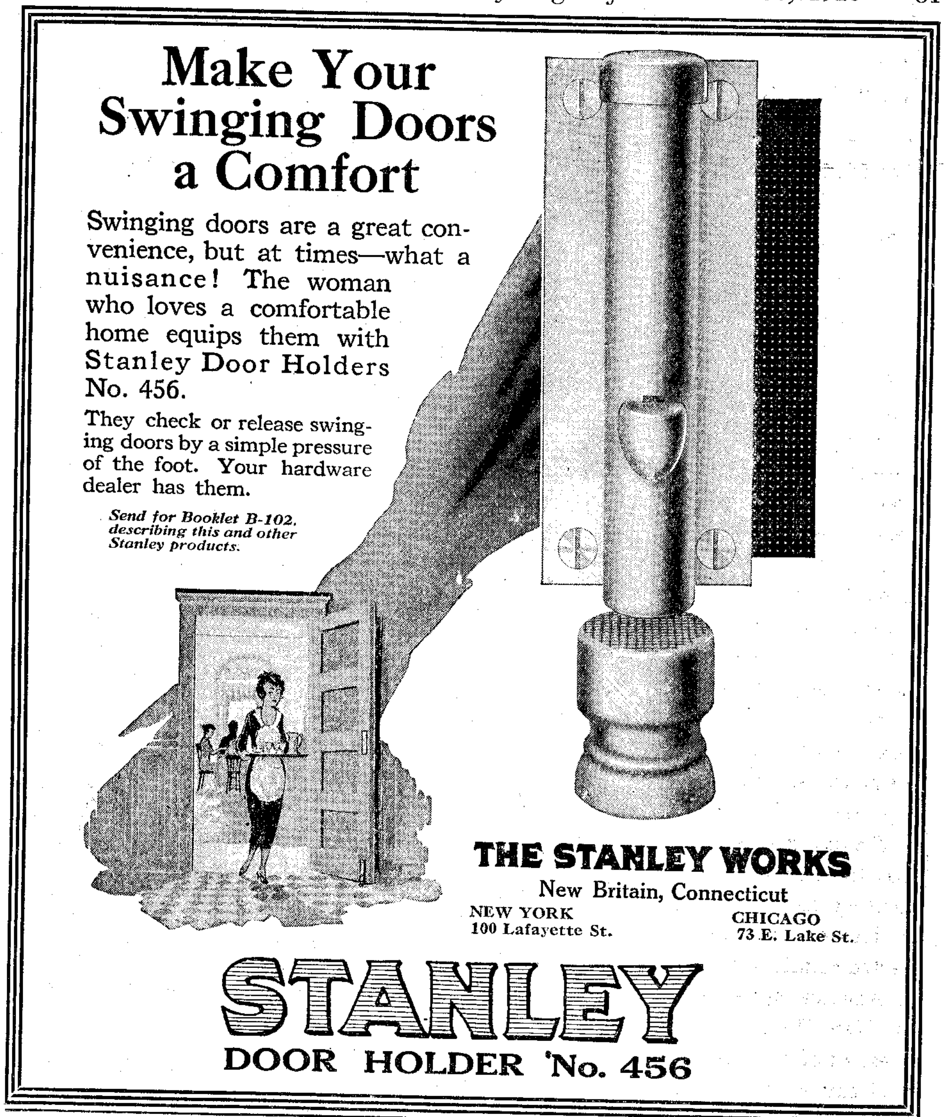
SCANDINAVIAN JUDGMENTS

In Norway the Christiania *Tidens Tegn* says that there have never been such bewilderment and confusion in American politics both among the Republicans and the Democrats, and it holds that neither of the two major parties can boast any "great rallying cause." The Peace Treaty is supposed to be this cause, but the great mass of voters is "pretty tired of all this treaty fight," for in the United States, as everywhere, the people are "more interested in the high cost of living, in the labor question, and in prohibition." As to the Republican candidate, this journal observes:

> "The financial interests of the United States are, with hardly any exception, for Harding, and some one who understands statistics has pointed out that from Lincoln to Wilson that candidate has won who has had the most money to spend for election purposes. The Republicans nominated Harding because his whole record shows him to have been loyal to his party. They do not want any self-willed stiff-necks in the President's chair. A President possessing any personal initiative has difficulty in getting along in a democracy, if he is unable to get a hold on the national feeling. Roosevelt knew how to make himself a national hero, but Wilson's attempt at carrying through his own personal policies has branded him as an autocrat."

The *Tidens Tegn* mentions the fact that Governor Cox has been twice elected Governor of Ohio and says that in this office he has revealed "eminent ability." He enjoys great popularity in his State, not the less because of the independence he has shown toward the leaders in Washington, yet as a Presidential candidate this journal finds Governor Cox "mostly a compromise."

In Sweden Premier Branting's newspaper, the Stockholm *Social-Demokraten*, thinks that the Republicans in America "doubtless are considerably stronger than the Democrats," but points out that when a Presidential campaign is the stake the so-called Independents often become the deciding factor. The party which counts on winning the Independent vote must



Make Your Swinging Doors a Comfort

Swinging doors are a great convenience, but at times—what a nuisance! The woman who loves a comfortable home equips them with Stanley Door Holders No. 456.

They check or release swinging doors by a simple pressure of the foot. Your hardware dealer has them.

Send for Booklet B-102, describing this and other Stanley products.

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California design—beautiful in line and finish—solidly built—free from rattles and squeaks—permanently attached in a few hours. The cost is remarkably low, the satisfaction immeasurable. The Badger Top DeLuxe gives comfort supreme in all weather.

Now built for Buick, Nash, Studebaker, Hudson, Essex, Chandler and Oldsmobile

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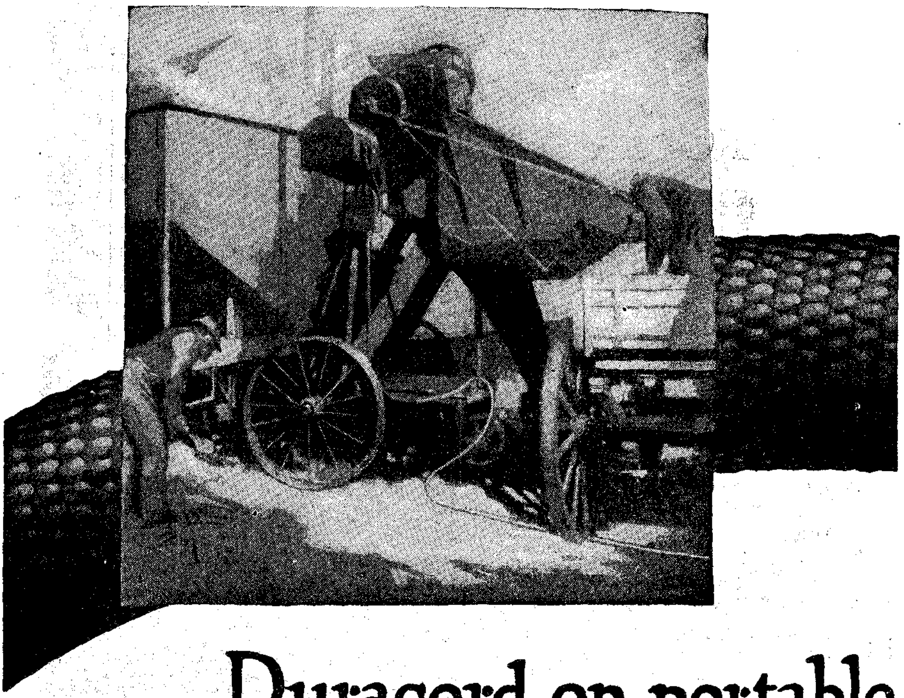
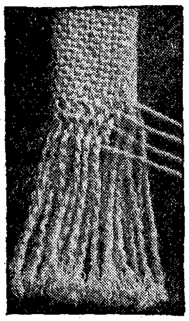


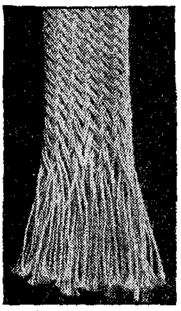
Duracord on portable coal conveyors

PICTURE the wear it gets. Dragged around the yard, run over by heavy wagons, walked on, buried under falling coal—Duracord defies it all.

This sturdy portable electric cord is made for just such service. It has a big thick *woven* fabric covering that accepts its full responsibility and never lays down on the job. It outwears ordinary cord many times.



This is Duracord. Thick, heavy strands, **woven** *like a piece of fire hose, not braided. Picture shows outside covering only with impregnating compound removed.*



Here is the ordinary braided cable covering. Note the open and porous construction, easily cut, stretched or unravelled. Compare it with the illustration of Duracord above.

DURACORD

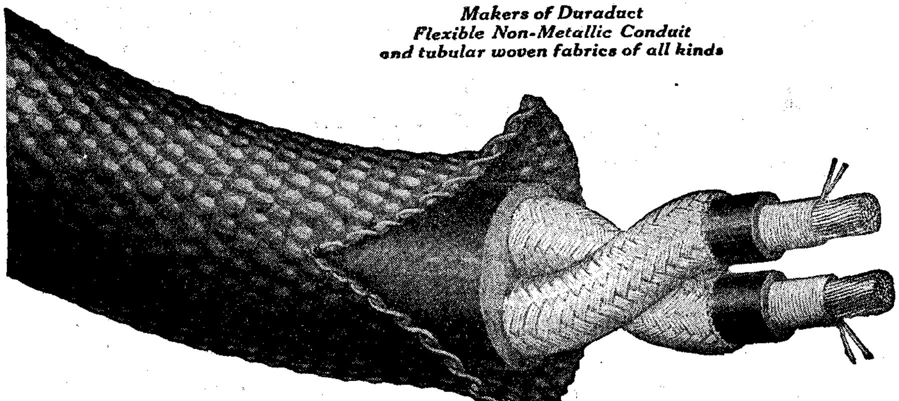
TRADE MARK REGISTERED

In addition to portable conveyors, Duracord is used on magnetic cranes, mining machinery, locomotive headlights, cement mixing machines, welders, portable electric tools, extension lamps —wherever the ability to stand hard knocks is an asset.

Duracord is made in all sizes of portable electric cord and the larger sizes of single and duplex cable. Ask your electrical jobber or let us send you samples of Duracord and ordinary cord for you to test and compare yourself.

TUBULAR WOVEN FABRIC CO.
Pawtucket, R. I.

Makers of Duraduct
Flexible Non-Metallic Conduit
and tubular woven fabrics of all kinds



bring forward as its candidate a strong man, and Senator Warren G. Harding "can scarcely be classed as a strong man" according to this daily, which proceeds:

> "Senator Harding, perhaps more than any other of the candidates mentioned in this year's campaign, is representative of the traditions of the Republican party, and this appeals to an American public. Undoubtedly this quality was thought a strong plus in the balloting. He is a capable, well-informed, prudent, energetic, and assiduous man, but without those brilliant qualities which act hypnotically on the voters. His political views are known to be very conservative, without, however, any of the brutality so common in conservative politicians in America."

Turning to the Democratic ticket, the *Social-Demokraten* remarks that its chances for victory "do not seem altogether impossible," and it hopes that Cox will be returned the winner, for—

> "He is a liberal, while Harding is a conservative, almost a reactionary. The Democratic program, furthermore, as regards both domestic and foreign policies, is more progressive than the Republican program. Harding's victory, from a world-political view-point, would mean that America, at least for a longer or shorter period, retires from world politics, while Cox's victory would open new possibilities for America's entry into the League of Nations—a necessary condition if the League shall be what it is intended to be."

In Denmark the *Berlingske Tidende* (Copenhagen) thinks that by nominating Governor Cox the Democrats picked "if not a very strong candidate, at least a candidate able to take up the fight against the Republican candidate, Senator Harding, with some chance of being elected." Of Senator Harding, as a candidate, this journal remarks:

> "He is well posted on foreign politics, and he is a fine speaker, with a strong, sonorous voice. But he is a cautious man —a compromise candidate who does not understand how to win popularity, and, according to the judgment of people who ought to know, he is completely eclipsed by the Governor of Massachusetts, Calvin Coolidge, who on the first ballot was nominated as the Republican party's candidate for the Vice-Presidency."

OPINIONS FROM HOLLAND

The Amsterdam *Telegraaf* thinks the whole Republican primary "absolutely miscarried," and speaks of Senator Harding as "one of those respectable people of whom one can say that they are good American citizens but mediocre political nonentities." The Senators and their followers, this daily goes on to say, have "succeeded in getting for Washington a pliable tool without an opinion of his own." Of Governor Coolidge this newspaper says he is "a plain man, without much fortune, but the father of a happy family," and it adds that "the Senate politicians may be congratulated that both Harding and Coolidge are honest citizens." The *Telegraaf* describes Governor Cox as "far better than Harding, but he is as mediocre as the rest of the American politicians, "and it adds that "we would not worry so much about these matters were it not that the Peace Treaty, the League of Nations, the reconstruction of Europe, free-trade ideas, the freedom of the seas, international regulation of labor questions, and ideals like disarmament, international credits, etc., are all bound up in the present Presidential election." The Hague *Het Vaderland* also notes that "never before was an American Presidential election of such importance to Europe," and it finds "many indications that point to a sneaking sympathy with the idea of the League of Nations. American isolation is a thing of the past, and the New World will have to teach the Old World a lesson along the principles of Wilson, which are now unfortunately much despised."

SWITZERLAND

In Switzerland a political contributor to the *Tribune de Genève* says that as far as Mr. Harding's ideas on foreign policy may be judged, he does not seem tied to the Monroe Doctrine, "which is operative if needed to safeguard the nation, but which is absurd if called upon, as some do, to wash America's hands of the rest of the world." As to the Democratic candidate, this observer thinks he has an advantage in the fact that the Republicans "sand-bagged the Peace Treaty for reasons of home politics," yet Swiss readers are told that—

> "In any event Switzerland must not take too seriously the campaign which is being waged in the United States against the League of Nations. I have yet to find a man who does not feel that it would be a debasement of America not to put all the weight of her authority into the balance of the world. Everybody understands that the future of democracies depends on cooperation of this one. Some of the most impressive conversations I have had bear upon this question, or else I am very much mistaken in thinking that the United States wants to find a way to change its attitude. They will find it as soon as the President is elected, and it might be even before. They are too intelligent to persist in a sterile negation. Truly there is a kind of fatality in the fact that this world question is bound up with the Presidential question, but it is a fatality the reach of which we should not overestimate. On May 17 the very journals that assailed the Wilsonian policy hailed with joy the vote of Switzerland in favor of the League of Nations and congratulated us as the first nation which, through a plebiscite, had pronounced itself in favor of universal fraternity."

SPAIN. HUNGARY. BULGARIA

A Madrid newspaper, *El Dia*, is bluntly outspoken in saying that candidates for the Presidency in America "do not interest us," but it adds in the next breath, "we are interested only in the tendencies" in America. During the last few months it has found a clearly shown Republican tendency which is "not to accept the Treaty of Versailles or the League of Nations," that America is "not to inter-

"Sweating" your machines

"I believe in 'sweating'," said Lord Leverhulme, the great English manufacturer, "but I believe in 'sweating' machines, not men."

Are you "sweating" your factory—getting all you can out of every machine and every tool? Do you know?

Take a stroll through your plant. Examine every process in an "Is there a better way?" frame of mind. One little improvement in one department often speeds things up all along the line.

For instance—

Up to a short time ago, the best average for the buffing department of the big Ohio Leather Company in Girard, Ohio, was 200 hides a day.

Then this firm made competitive tests and found the difference between Speed-grits and ordinary sandpaper. To-day, with Speed-grits Durite Paper, the same workmen on the same machines are turning out 280 hides a day—and this 40% production increase was effected at lower cost.

Do you use coated abrasives in finishing, polishing, or buffing your products? (Chances are you do.) Well, you'll find it worth while to make a Speed-grits test in your plant.

Speed-grits against the sandpaper you use now—try it!

Manning Speed-grits

TRADE MARK

Look for this trade-mark on the back of every sheet, belt or disc.

Other manufacturers have found that it pays to see that Speed-grits is specified when coated abrasives are ordered. Why not you?

And not only manufacturers; workmen—*good workmen know the difference*.

Write today for "The Difference Book." Address the Manning Abrasive Co., Inc., Factory and Laboratory, Troy, N.Y. Sales Offices in Boston, Chicago, Cincinnati, Cleveland, Detroit, New York, Philadelphia, St. Louis, San Francisco and other principal cities. Look for Manning Abrasive Co. in your telephone book.

In a letter dated March 6, 1920, Mr. V. G. Lombard, Manager of the Ohio Leather Company, says: "For uniformity of buffing qualities and cutting sharpness we find Speed-grits second to none, and have no hesitancy in recommending it to anyone that wants a superior buffing paper."

Speed-grits comes in the following varieties:
METALITE CLOTH
HANDY ROLLS
GRINDING DISCS
DURITE CLOTH
DURITE PAPER
DURITE COMBINATION
DURUNDUM PAPER
DURUNDUM CLOTH
GARNET PAPER
GARNET CLOTH
GARNET COMBINATION
FLINT PAPER
EMERY CLOTH
EMERY PAPER

Manning Speed-grits Reg. U.S. Pat. Off.

Don't say Sandpaper—say Speed-grits

THE FLORSHEIM SHOE

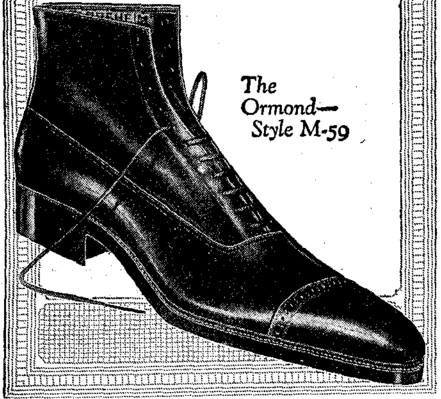
FOR THE MAN WHO CARES

The Florsheim SHOE

WE could make shoes to sell for less—but they wouldn't be Florsheims. Thousands of men would be disappointed—would wonder where to turn for the true shoe economy they have always found in Florsheim quality; for the satisfaction they have become accustomed to.

Consider the wear not the price per pair. Look for the name—The Florsheim Shoe. Write for booklet "Styles of the Times."

THE FLORSHEIM SHOE COMPANY
Manufacturers Chicago



The Ormond—Style M-59

FOR MEN OF BRAINS
Cortez CIGARS
—MADE AT KEY WEST—

Free Book
Containing complete story of the origin and history of that wonderful instrument—the
SAXOPHONE
Easy to Play
Easy to Pay

This book tells you when to use Saxophone—singly, in quartettes, in sextettes, or in regular band; how to transpose cello parts in orchestra and many other things you would like to know.
You can learn to play the scale in one hour's practise, and soon be playing popular airs. You can double your income, your pleasure, and your popularity. Easy to pay by our easy payment plan.
MAKES AN IDEAL PRESENT
Send for free Saxophone book and catalog of everything in True-Tone band and orchestra instruments.
BUESCHER BAND INSTRUMENT Co.
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National Pressure Cooker reduces living costs, solves servant problem. Makes all foods taste better.

Cooks Cheaper Meat Tender—
brings out flavors, juices. Get Sunday dinner, 30 minutes; no odors. Does work of fireless cooker and more. Interesting booklet free.

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vene in international affairs that do not affect her directly," that the Monroe Doctrine is to be "maintained," and that America is to have "freedom of action" as regards armaments, etc. This leads *El Dia* to remark that—

"It is hard to suppose that this tendency is not to triumph. All the nations of the earth use their might and some boast and abuse it. Why should the United States not take advantage of theirs? But even if they did not . . . In our Old World, in spite of the illusions of Wilson, might was victorious, and only might will reign over all the other emblems that are inscribed in the occidental flags. The naval rivalry between England and America and other obscure points of the American future will not be solved by cabalistic words of idealism that have steeped Europe in anarchy."

In Hungary, the Budapest *Neues Politisches Volksblatt* considers that the paramount issue of the campaign is the Peace Treaty, which "a resolute Senate took care that Uncle Sam should not sign." This issue of the Peace Treaty, it goes on to say, is the "awakening of the world's intelligence," which awakening always is the more startled when the question is linked up with practical interests. Uncle Sam is on the lookout for European trade, we are told, and American industry has been put back on a peace basis, but "customers are lacking." "As Keynes says in his book, only through the revision of the Treaty can solid foundations be laid on which to fix reconstruction," and this journal hazards the guess that in the American election "perhaps the fate of Europe as well as the choice of a President will be decided."

In Bulgaria the Sofia *Narodna Otbrana*, an independent military daily, says that in the present election the Bulgarians "would like to express only one wish to the noble American people," and that is—

"To elect for President a man who will carry out Wilson's noble ideals, who will enforce in selfish Europe these ideals by which all the suffering and ravaged small nations will be benefited. We are for these principles because they are humanitarian and stand for justice and liberty. We believe that these principles will bring peace, especially in the Balkans. While there is tyranny there will be fighting for liberty. The sad phases of this struggle discourage the fighters and only delay the triumph of the principle of 'to everybody his own'—which was advanced by Wilson not as a clever military scheme, but as a slogan in the future fights of liberty against tyranny."

But a very different view of President Wilson is held by the distinguished editor of the Sofia *Vetchêrna Posta*, who devotes several fiery columns to denunciation of the "injustices" Bulgaria has suffered in "amputations" of territory which were sanctioned by the peace decisions. He finds some of the ironic inscrutability of the "Mona Lisa" in the Statue of Liberty as he ponders on how gravely Mr. Wilson has disappointed the world's hopes, and expresses this wish: "Let Americans elect whom they will, except Wilson, and let them elect a man who will keep his word, because it does not beseem a statesman who holds the world in his power to be faithless." From Sofia also we receive the word of *Macedonia*, organ of the Federation of Macedonian Societies, that their interest in the American elections is "bound up in the person of a future President who will do his best actually to assist in the work of Macedonian liberty."

JAPAN

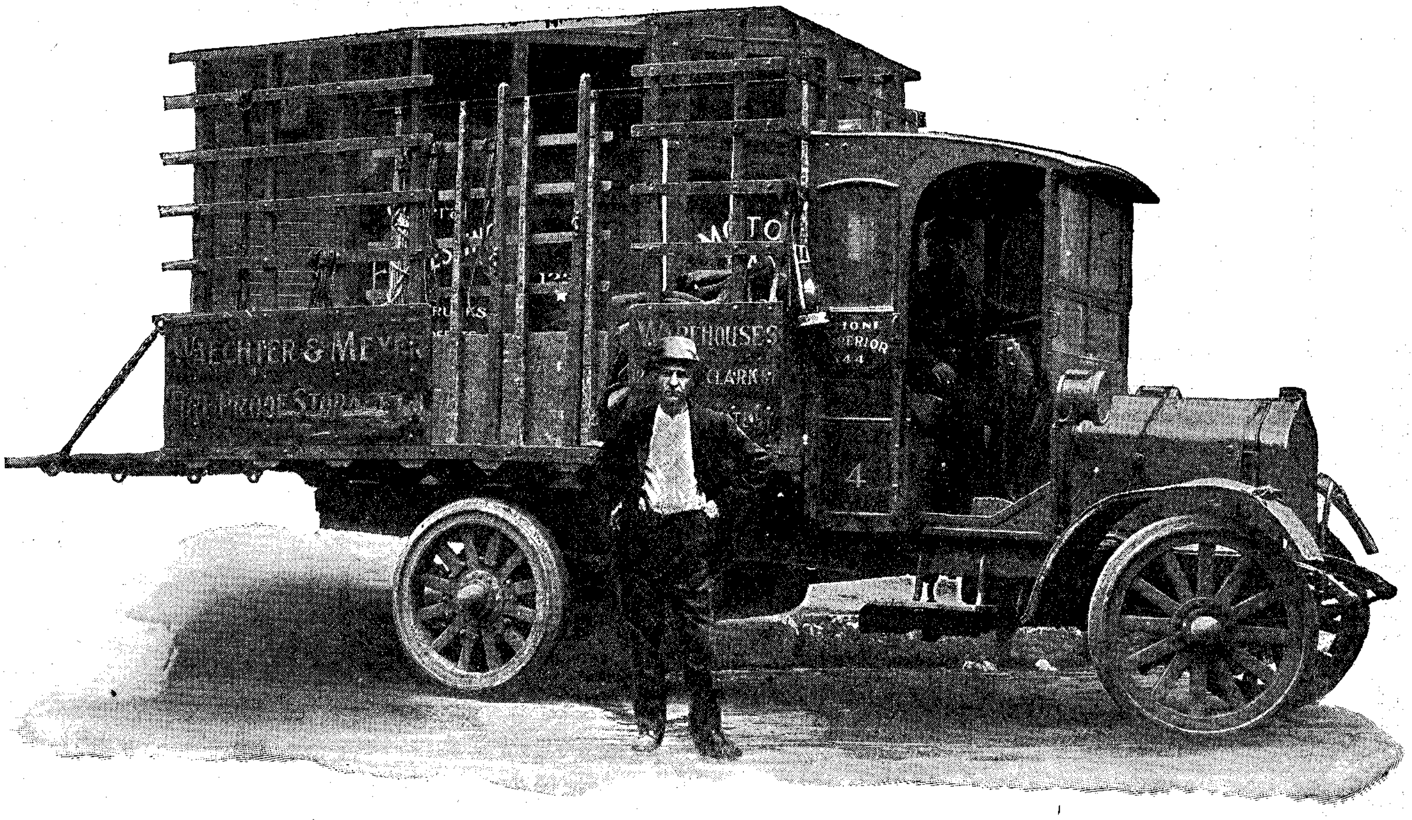
Some Japanese papers express satisfaction in the nomination of Mr. Harding "if only because such a jingoistic statesman as Mr. Hiram Johnson has lost his chance." Except for the question of the ratification of the Peace Treaty, the "fate of which depends entirely upon the result of the Presidential campaign," say some organs, "it is of no consequence which party wins," for "nowadays the Presidential change does not mean any serious change in American policies, domestic or foreign." The Kobe *Japan Gazette* declares sadly that "if any one imagined that America's active share in the last stage of the war meant an equal participation in peace-making and restoration, the course of events must long ago have disabused his mind." The political sentiments of the two great American parties "express in their platforms and speeches," make it quite evident that America "regards the plight of Europe with comparative indifference," and this journal proceeds:

"America is not in the League. She is still formally at war with Germany. She is taking no part in the momentous conferences upon which the fate of Europe turns. And the probability, almost the certainty, of Mr. Harding's election next November will place the conduct of American policy during this most critical period of history in the hands of a party deeply committed by tradition and conviction to isolation and self-efficiency."

CHINA

In China, the Shanghai *Mercury* points out that if the United States had stood aloof from the peace negotiations an indifferent attitude would now be possible, but the President considerably influenced the decisions, and it is "largely his policy which the Allies are now left to carry out." *The Mercury* continues:

"Of course, some Republicans hold that they are not called upon to be responsible for what they describe as the follies of President Wilson, but the United States can not disavow the acts of their accredited representatives. Recognizing that fact, some of the Republican leaders are suggesting alternatives to the Versailles Treaty and the League of Nations. It is inconceivable that men with the knowledge of world affairs which must be possest by Congressmen can seriously believe that the other nations who signed the Versailles Treaty would now agree to substitute another arrangement for that document, just because it was proposed by the United States."



150,000 Miles in 8 Years
Is the Record of This Selden Truck

EIGHT years of constant service, a total mileage of 150,000 and still doing a good day's work every working day of the year is the record of a SELDEN Truck in the service of the Fireproof Storage Company of Chicago.

And many times this sturdy, dependable SELDEN Truck has had to carry heavy loads over rough, suburban roads, making from sixty to eighty miles a day with fifteen to twenty pick-up stops or deliveries.

IN-BUILT QUALITY Selden MOTOR TRUCKS

For four or five months at a time this truck has been in continuous service without the loss of time for repairs. Repair bills have amounted to but a trifle; good mileage was obtained on every gallon of gasoline consumed; and the tires at present on the truck have run over 16,000 miles.

This SELDEN Truck has proved to be a steady money earner. And during the time it has been in service, the business of the Federal Fireproof Storage Co. has doubled.

This is the record of but one of thousands of SELDEN veterans in the service of as many of the oldest and largest business institutions of America and foreign countries.

"TRUCK TRANSPORTATION"
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SELDEN TRUCK CORPORATION
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1½, 2½, 3½, 5 Ton Models—All WORM Drive *Ship by Truck—SELDEN Truck*

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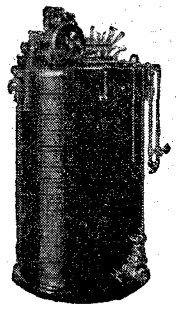
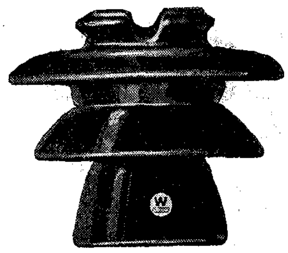
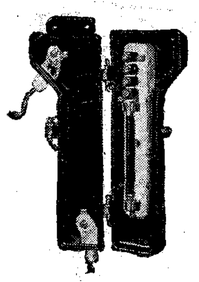
Selden Motor Trucks



The feeder-regulator automatically maintains a steady voltage on the line.



Upon porcelain insulators depends the continuous transmission of power.



Lightning arresters protect the system from the effect of lightning disturbances.

All Along

At one end of the city, a power plant turning fuel into energy. At the other end—or a hundred miles away—a great factory turning this energy into wealth—into clothes, machinery, automobiles, or any one of a thousand things that modern life demands.

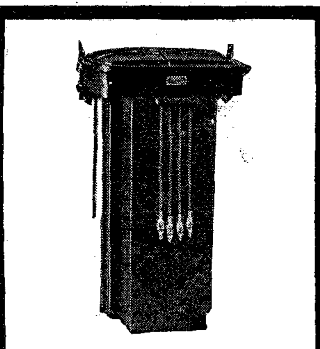
Between the two—between the production of power and its transformation into goods—a vital pulsing artery through which must be maintained an unbroken flow of electric current.

Not an easy task under ideal conditions, it often becomes a trying test under unfavorable circumstances, for the failure of just one auxiliary in the transmission system may interrupt the flow.

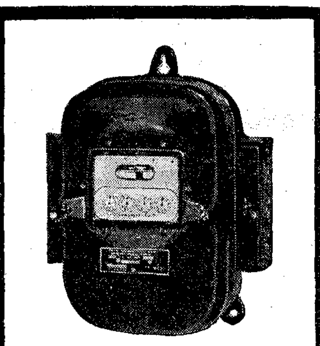
In the powerhouse, generators, switchboards, circuit-breakers, transformers, feeder regulators and divers other pieces of electrical apparatus—along the transmission line, insulators, lightning arresters, distribution transformers—in the factory, safety switches

W
WESTINGHOUSE
ELECTRIC

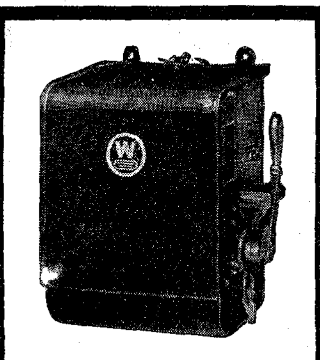
Westinghouse
POWER PLANT AND LINE EQUIPMENT



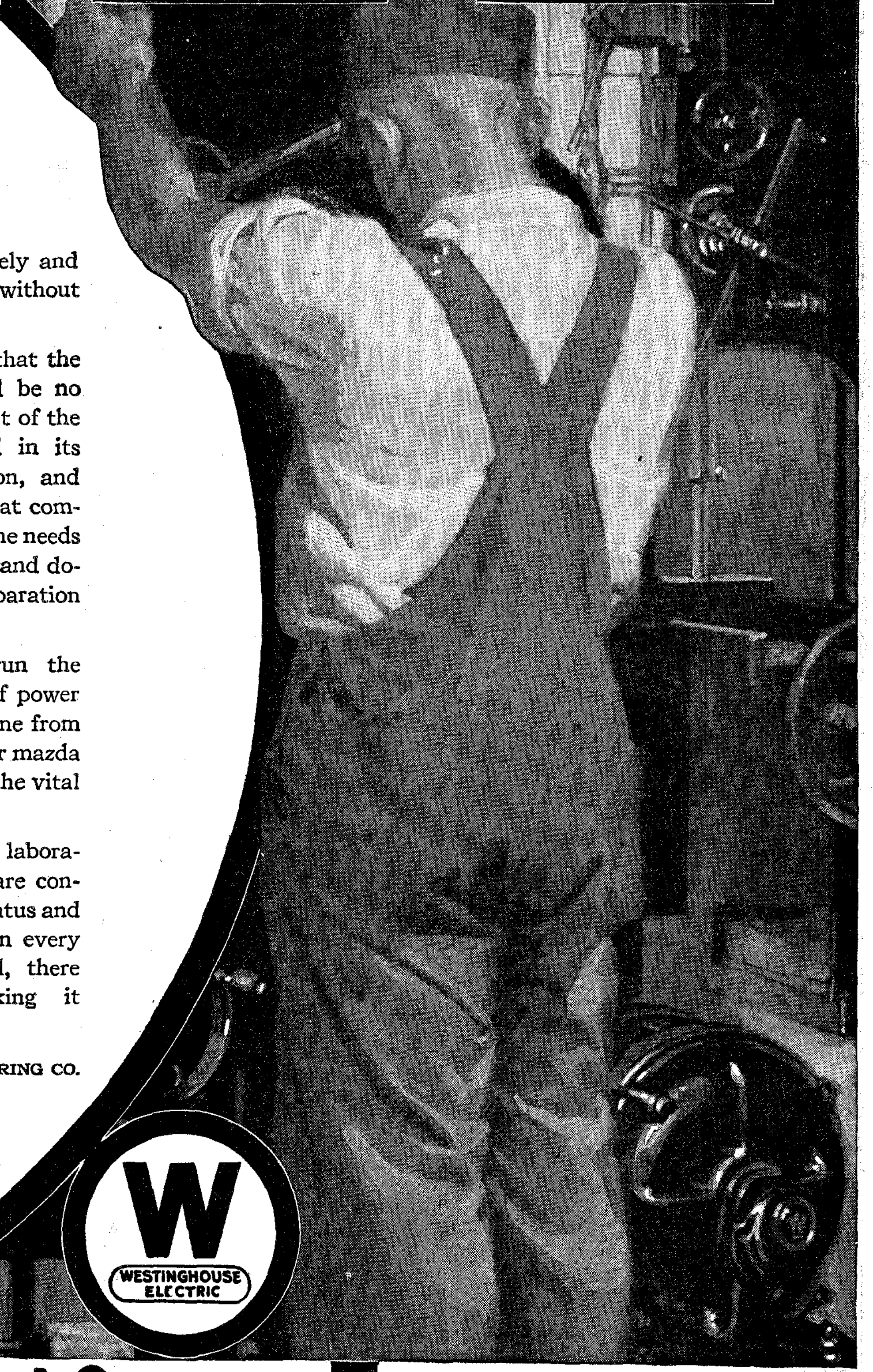
The transformer reduces the line voltage for convenient handling in home or factory.



The watthour meter measures accurately the amount of energy used.



The auto-starter starts, stops and protects the motor.



the Line

meters, motors, controllers—separately and collectively—each must do its job without faltering.

Westinghouse from the first saw that the reliability of electrical power could be no better than the reliability of the least of the hundred and one devices required in its production, transmission, application, and regulation. It saw from the first that complete success in fitting electricity to the needs of modern industry, transportation, and domestic life demanded complete preparation and equipment.

Westinghouse products today run the whole gamut from the generation of power to its consumption. All along the line from power house to machine tool, street or mazda lamp, as the case may be, they keep the vital current uninterruptedly moving.

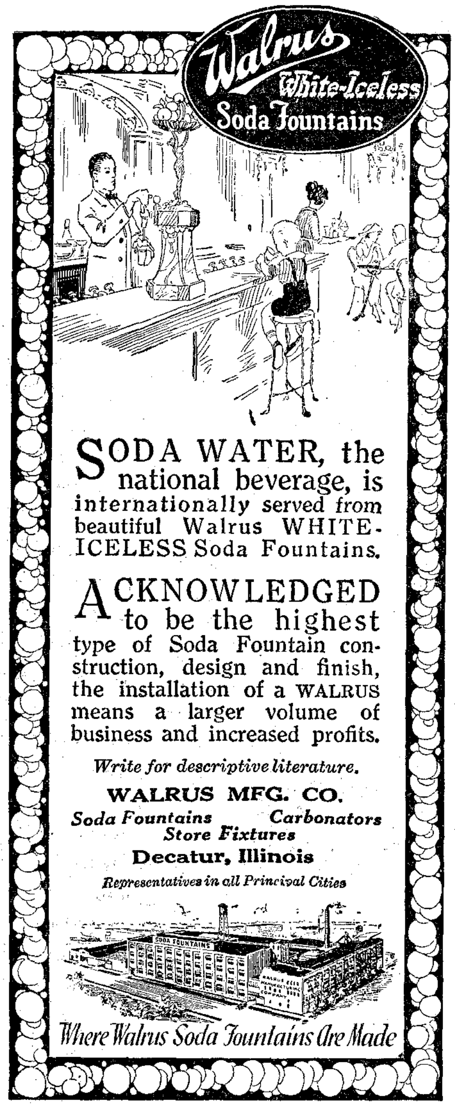
Moreover, Westinghouse research laboratories and Westinghouse engineers are constantly laboring to devise new apparatus and improve on present types. Thus in every electrical installation, large or small, there are multiplied reasons for making it Westinghouse all the way.

WESTINGHOUSE ELECTRIC & MANUFACTURING CO.

WESTINGHOUSE ELECTRIC

Westinghouse

INDUSTRIAL MOTORS AND CONTROLLERS


Walrus White-Iceless Soda Fountains

SODA WATER, the national beverage, is internationally served from beautiful Walrus WHITE-ICELESS Soda Fountains.

ACKNOWLEDGED to be the highest type of Soda Fountain construction, design and finish, the installation of a WALRUS means a larger volume of business and increased profits.

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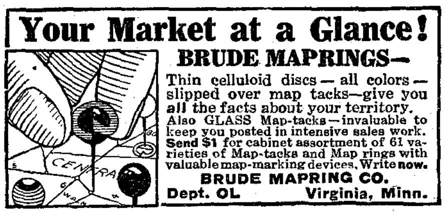
Higher Interest Rates

Owing to a general advance in interest rates, we shall for a short time at least, be able to get Seven Per Cent for our customers on First Mortgage Loans. We suggest that you take advantage of this and arrange to take some of these loans at the higher rate. Good loans are offering. Write for Loan List No. 77

Perkins & Co., Lawrence, Kansas


Your Market at a Glance!

BRUDE MAPRINGS—

Thin celluloid discs — all colors — slipped over map tacks—give you all the facts about your territory. Also GLASS Map-tacks—invaluable to keep you posted in intensive sales work. Send $1 for cabinet assortment of 61 varieties of Map-tacks and Map rings with valuable map-marking devices. Write now.

BRUDE MAPRING CO.
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The House Backing the Investment

Our New Home

BACKING every "Investors" first mortgage bond is an institution of highest standing.

This organization has a successful record of sixteen years, and is affiliated with the Madison & Kedzie State Bank, which is under State and Federal supervision.

You should know about "Investors" bonds. They pay double savings account interest, are equally safe and convenient and do not fluctuate. They can be purchased on partial payments. Write for Booklet H-101.

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SECURITIES CORPORATION
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INVESTMENTS ◆ AND ◆ FINANCE

WHY INTEREST-RATES ARE HIGH

EXTRAVAGANCE in prices, in wages, in margins of profits, and in standards of living made money-rates high, we are told, and it is plain thrift that must bring them down. "Tight money is not an accident, but a moral and economic disease," says John Moody, one of the best-known financial authorities and writers in Wall Street, in a recent address to bankers, published in *The Financial World*. "It is the consequence of profiteering and extravagance," and the cure lies, not in the hands of the bankers, but in the hands of the people at large; in other words, the patients. It was the people who made the trouble, and it is they who must remedy it. The writer explains:

Thrift means moderate good prices and a comfortable money market; and it is essential that we should see clearly just how and why it does have this meaning. It is easy enough to see that thrift and profiteering are quite opposed to each other; for the one means living by earning and saving, and the other means living by extortion. But it is not so generally understood why the high prices that are applied in profiteering invariably result in high interest-rates. Every one has observed that prices and interest-rates do somehow go together. They went up together from 1898 to 1903; down together in 1904; up together from 1905 to 1907; down together in 1908; and up together during the recent war-period.

Prices and interest-rates have thus gone hand in hand because they could not help it. It takes twice as big a bank loan to carry a thousand bales of cotton at 30 cents as it does to carry the same at 15 cents. The grocer must borrow twice as much to lay in a stock of flour at $13 a barrel as he formerly did to lay in the same stock at $6.50. Just so in every business, whether it is manufacturing, transporting, or distributing goods—the higher prices go, the more capital it takes to finance the business.

Since 1914 the aggregate production and distribution of the American people have increased just about 20 per cent., and prices have gone up about 100 per cent. In other words, our total yearly business is about 120 per cent. greater than it was before the war, measured in value, and therefore in order to have a comfortable money market we need 120 per cent. more working capital to handle this business. But we do not possess any such amount of working capital. Even if all our people had invariably saved 10 per cent. out of each year's income—which they have not done—the addition to our prewar capital supply would be only about 63 per cent. In brief, we are short of capital, or of what every one loosely calls "money," for the simple reason that our business, measured in dollars, has outgrown our capital supply.

Practically our entire output of commodities, goods, and products comes from our farms, forests, mines, factories, and fisheries. In adding in the output of the factories, of course, the cost of the raw material is deducted, and only the value added by manufacture is included.

At the prices of 1914 our mines, forests, farms, and fisheries produced in the aggregate about $22,500,000,000 of goods, but at the prices of 1919 their production amounted to about $53,700,000,000. In 1914 it required about $15,300,000,000 of bank loans to finance the business of the American people; and at the same ratio of loans to value of output we needed in 1919 aggregate loanable funds of $36,500,000,000.

Otherwise exprest, prices went up so fast and far that the typical bank, in order to satisfy the requirements of its borrowers, would have to be able to lend about $2,380 for each $1,000 that it loaned in 1914. Some banks which have enjoyed exceptionally rapid growth of deposits can do this, but the great majority can not. They can not, partly because the typical business man has advanced his prices or charges too fast, and partly because the typical community has borrowed too much in comparison with its savings. Present monetary problems can be solved through having more, and marking prices up less; and the sum of these two things is thrift.

Manifestly it is legitimate that prices should advance under such trade conditions as have recently prevailed. It would be foolish for any one to contend otherwise. The harm to the money market, however, has come not from the rise in prices, but from the excessiveness of the rise. For example, the price of rubber tires went up about 70 per cent., altho crude rubber fell lower and lower; the price of spot cotton went up 200 per cent., altho the cost of production surely did not more than double; and the price of labor in the industrial centers advanced 110 per cent., while its efficiency diminished 10 or 20 per cent.

The future of interest-rates, then, is reducible to a question of prices. The total value of our business needs must be brought down to the point where the banks can finance it, and this, we are told, does not call for any decrease in the quantities of output. The demand of the day is for more production at fairer prices. Continuing:

Since 1914 margins of profit, even tho they are figured on the higher prices, have very generally increased from a quarter to a half; and this signifies that profits per unit have been fattened more than justice would permit. The war-inflation and the spirit of extravagance removed the ordinary public resistance to price advances, and the majority of our people took advantage of the opportunity to indulge in profiteering to some degree.

We are not worse than our fathers, or less moral than we were in 1914; but the war-destruction of capital has subjected us to greater temptation. Such destruction can not be measured in money loss. What has boosted prices to the point of almost paralyzing the world's money markets is the destruction of mines and manufacturing plants, of railways and of stocks of goods and materials. Then, too, the loss of four years' time by the 15,000,000 men under arms was in itself equivalent to the non-production or the destruction of say about $60,000,000,000 of goods and

Oldsmobile

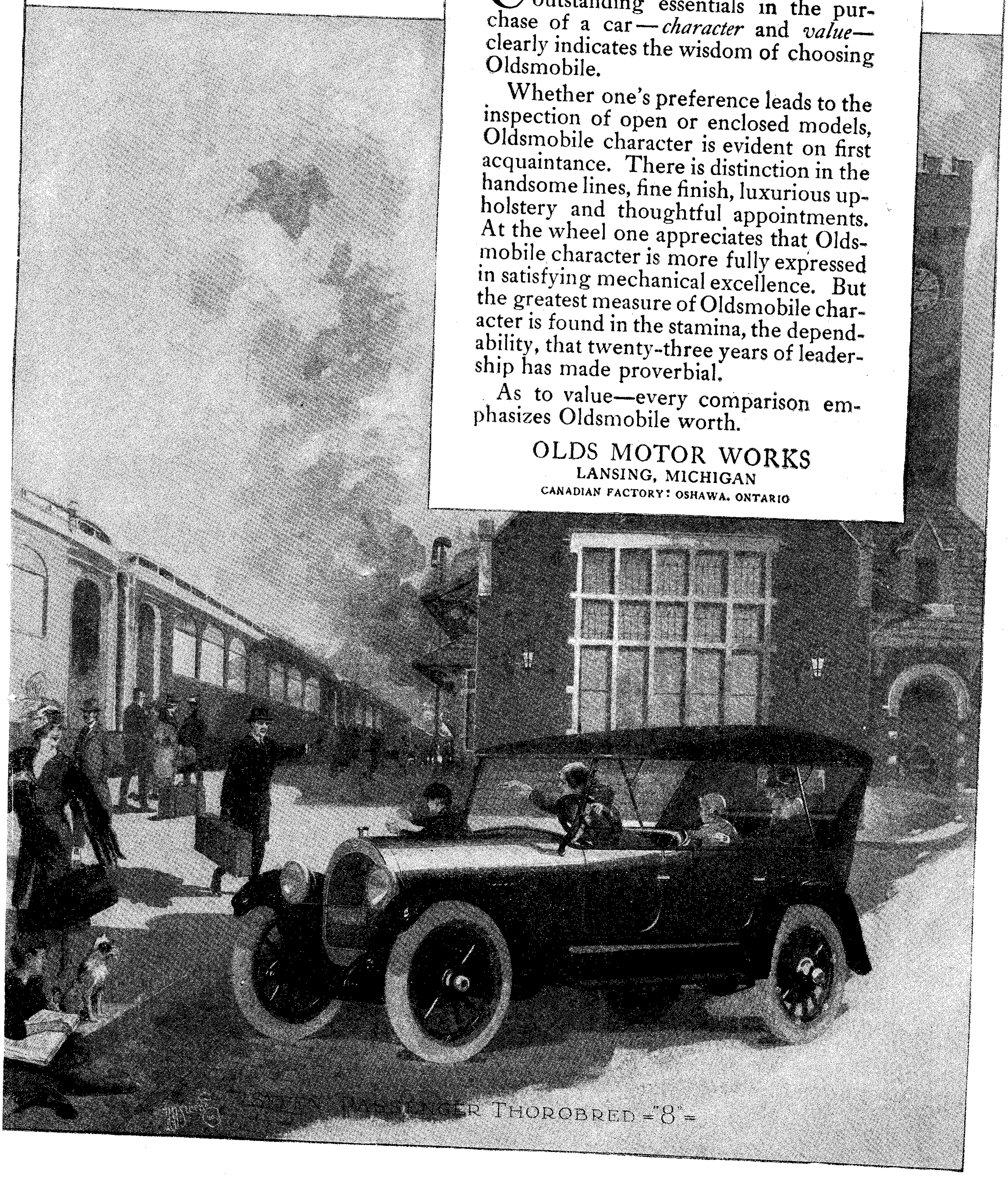
23rd YEAR

CAREFUL consideration of the two outstanding essentials in the purchase of a car—*character* and *value*—clearly indicates the wisdom of choosing Oldsmobile.

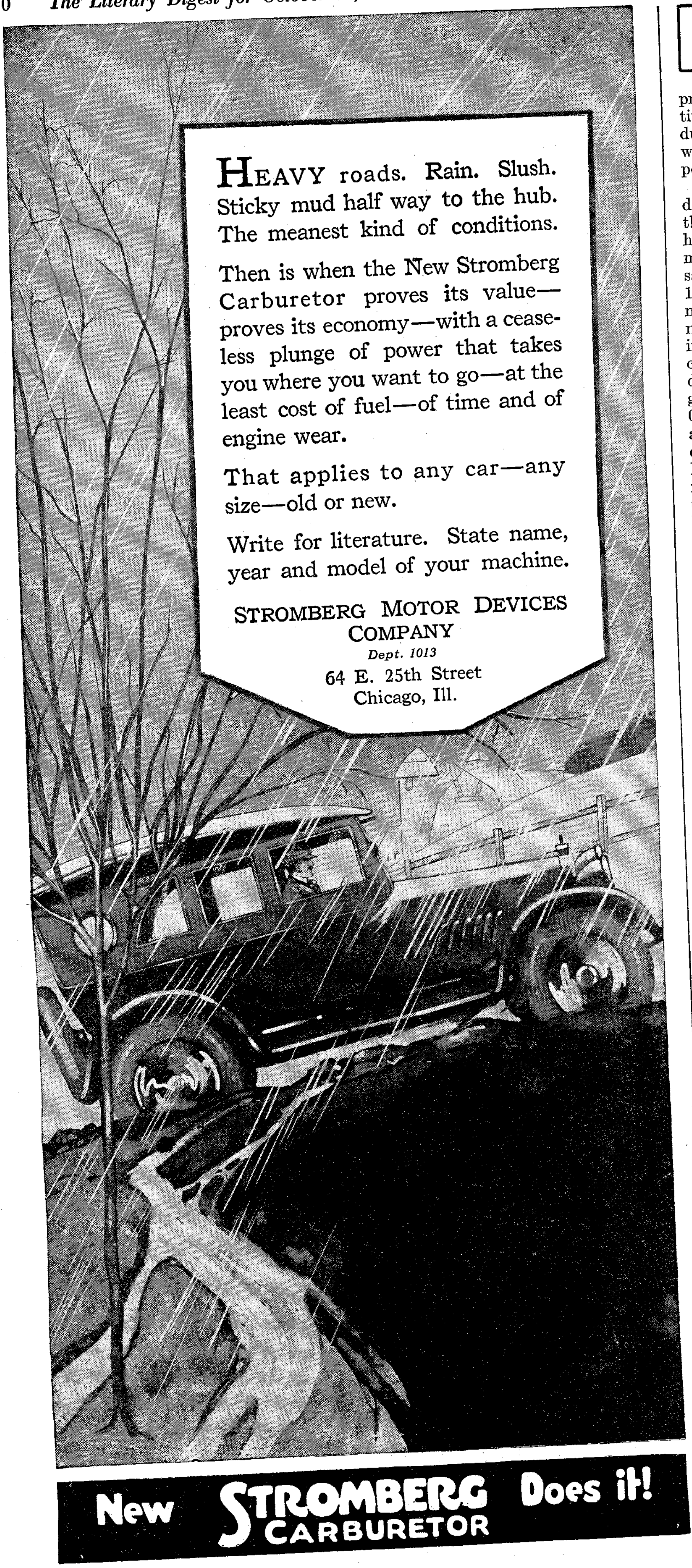
Whether one's preference leads to the inspection of open or enclosed models, Oldsmobile character is evident on first acquaintance. There is distinction in the handsome lines, fine finish, luxurious upholstery and thoughtful appointments. At the wheel one appreciates that Oldsmobile character is more fully expressed in satisfying mechanical excellence. But the greatest measure of Oldsmobile character is found in the stamina, the dependability, that twenty-three years of leadership has made proverbial.

As to value—every comparison emphasizes Oldsmobile worth.

OLDS MOTOR WORKS
LANSING, MICHIGAN
CANADIAN FACTORY: OSHAWA, ONTARIO



SEVEN PASSENGER THOROBRED "8"



HEAVY roads. Rain. Slush. Sticky mud half way to the hub. The meanest kind of conditions.

Then is when the New Stromberg Carburetor proves its value—proves its economy—with a ceaseless plunge of power that takes you where you want to go—at the least cost of fuel—of time and of engine wear.

That applies to any car—any size—old or new.

Write for literature. State name, year and model of your machine.

STROMBERG MOTOR DEVICES COMPANY
Dept. 1013
64 E. 25th Street
Chicago, Ill.

INVESTMENTS AND FINANCE
Continued

products. It was this destruction, positive and negative, of products and producing capacity that took the balance-wheel off from prices and made profiteering possible.

You may fairly tell your borrowers and depositors, then, that the remedy for the tightness of money lies in their own hands. If the American people were to mark down prices until the latter bore the same relation to costs of production as in 1914, this strangling money market could not possibly last six months. Think for a moment what even a 10 per cent. decline in the average price level of all goods and commodities would mean. It would reduce the market value of our aggregate yearly production by fully $5,400,000,000, and this in turn would reduce the amount of bank loans necessary to handle our business by roughly $3,500,000,000. Imagine what a slump there would be in interest-rates if additional loans of $3,500,000,000 were suddenly offered to our borrowers.

Let us observe, too, that commodity prices are steadily falling, and that the tightness of the money market is curing itself. Economic laws are accomplishing what men failed to do. Prices exceeded the bounds of fairness and reason, and thereby so raised interest-rates that th money market strangled business activity Producers and merchants, when they could no longer borrow, became forced t finance themselves by pressing goods an products for sale. This in turn is breaking prices; and by the latter part of thi year, or the early part of next, the lowe prices should relieve the money marke Already since last spring commodities an materials, as shown by *Dun's* and *Brad-street's* index-numbers, have gone dow more than 10 per cent. and we may b sure that goods prices will follow. Whe this occurs, the amount of bank loa required to finance the typical business w be diminished and interest-rates will fall.

DROPPING THE BONUS

THE Oneida Community, the Ne York *Journal of Commerce* notes, h announced its decision to drop its "co of-living bonus and to substitute instead general increase of wages designed to ta the place of the bonus system." T action, thinks *The Journal of Commer* represents without doubt the trend thought on the part of many employ "and is likely to be imitated in other pla where bonuses have been in operation a result of war-conditions." The New Y business organ thoroughly approves of tendency and goes on to discuss it follows:

> Industrial changes during the w which brought so many innovati were responsible for not a few seri injuries and unsoundnesses in indust method, and of these not the least haz ous was the bonus. It was at first ado with pleasure by some manufactu because it seemed to be less of a guar of permanent wage-advances. Whe based on large profits, so that it bec a profit-sharing device, or on large

dividual expenses, so that it became a subsidy to the employee, the underlying aspect of it was its temporariness. There was in many minds the lurking belief that when conditions changed back to normal it would be possible to eliminate the bonus.

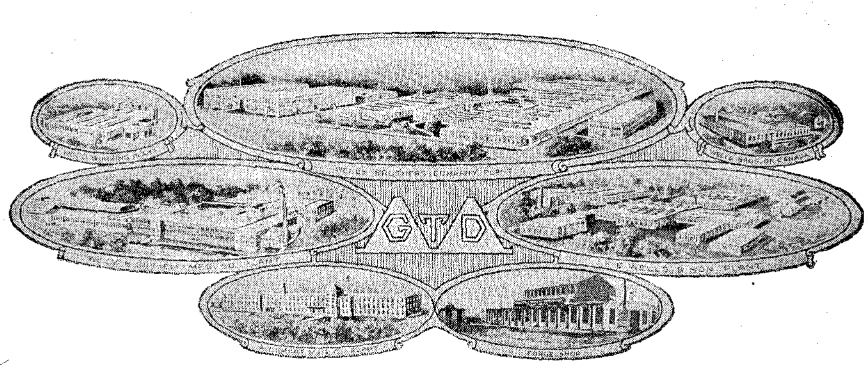
Conditions have not changed back to normal, but the decline of prices has begun and the question is seriously raised whether the employees who have been getting the cost-of-living bonus are willing to see it withdrawn as prices decline. They have shown no such readiness, but, on the contrary, labor organizations seem to be determined to fight for the present standard of wages, just as producers' organizations are set on keeping up present prices. The future of wages is thus called in serious question, and it is an immediate necessity to settle on a policy. Many manufacturers want to keep up the present wages if employees will aid by maintaining their output, and the natural step is to fix wages at an agreed rate, with the understanding that they are to stay at that figure if possible. This eliminates the unsound bonus plan and makes wages depend on efficiency, as they should.

Broadly speaking, the bonus scheme was unsound because it presupposed that the employee had no responsibility in the control of prices, but was to be suffered to buy up to a certain limit, no matter how small a volume of goods was on the market or how high prices might go. There was no possible support for such a view, and its danger was seen during the height of the war, when extravagance was rampant in factory districts, notwithstanding the appeals for economy which were heeded by many other elements in the community. No one need regret the discrediting of the whole bonus theory. The sooner it is dropt both in industry and in politics the better for all concerned.

CANADA'S RAILROAD-RATE INCREASES

It was, of course, understood that, following the United States Interstate Commerce Commission's decision to allow an increase of railroad-rates, the Canadian roads would be granted practically the same increase. We read in the columns of *The Commercial and Financial Chronicle* that on September 9 the Canadian Board of Railroad Commissioners granted the railway companies in Canada an increase of 40 per cent. in eastern Canadian freight-rates and 35 per cent. in western freight-rates, effective on September 13, and to continue in force until December 31.

After December 31 the increase in the freight-rate in eastern Canada is reduced from 40 to 35 per cent. and in western Canada from 35 to 30 per cent. Simultaneously with the increase in freight-rates, passenger-rates were advanced 20 per cent., so long as they do not exceed four cents a mile, this increase continuing in effect only until December 31. After that date and for the six months, period from January 1, 1921, to July 1, 1921, a 10 per cent. increase is authorized. Following July 1, passenger-rates return to those in force at the present time. The judgment also authorized increases of 50 per cent. in sleeping- and parlor-car rates, and an increase of 20 per cent. in the rate on excess baggage. Authorization was also given



The Largest Industry of Its Kind in the World Offers an 8% Investment

LOCATED in the Connecticut valley, in the heart of one of America's greatest industrial centers, is the

GREENFIELD TAP AND DIE CORPORATION
GREENFIELD, MASSACHUSETTS

the world's largest producer of thread-cutting tools.

No machine can be manufactured without the use of nuts, bolts, screws and other threaded parts; and these threaded parts cannot be made commercially without taps and dies.

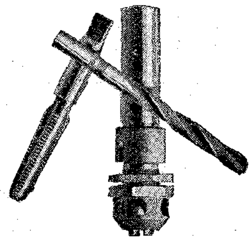
The thread-cutting tool industry is therefore a fundamental industry and expands inevitably and automatically as the use of machinery expands around the world.

The industries that make up the GTD Corporation had their beginning nearly half a century ago. They have earned and paid dividends regularly over a long period of years. The company has never had any bonded debt, and its gross sales have increased over 500% in the past eight years.

In order to provide funds to bring its production to a point where it can adequately supply the insistent demand for its goods, there is being offered to investors, an issue of $2,255,000.00 8% cumulative preferred stock, par $100 per share. This issue is protected by ample assets and by the company's substantial earnings during its long existence. The stock is safeguarded by carefully drawn restrictive provisions, protecting the interests of the preferred stockholders.

To men and women who are saving money and want to put it into an investment that is as fundamental as civilization, and into an industry as tested as any industry in America, we will gladly send full information about this opportunity.

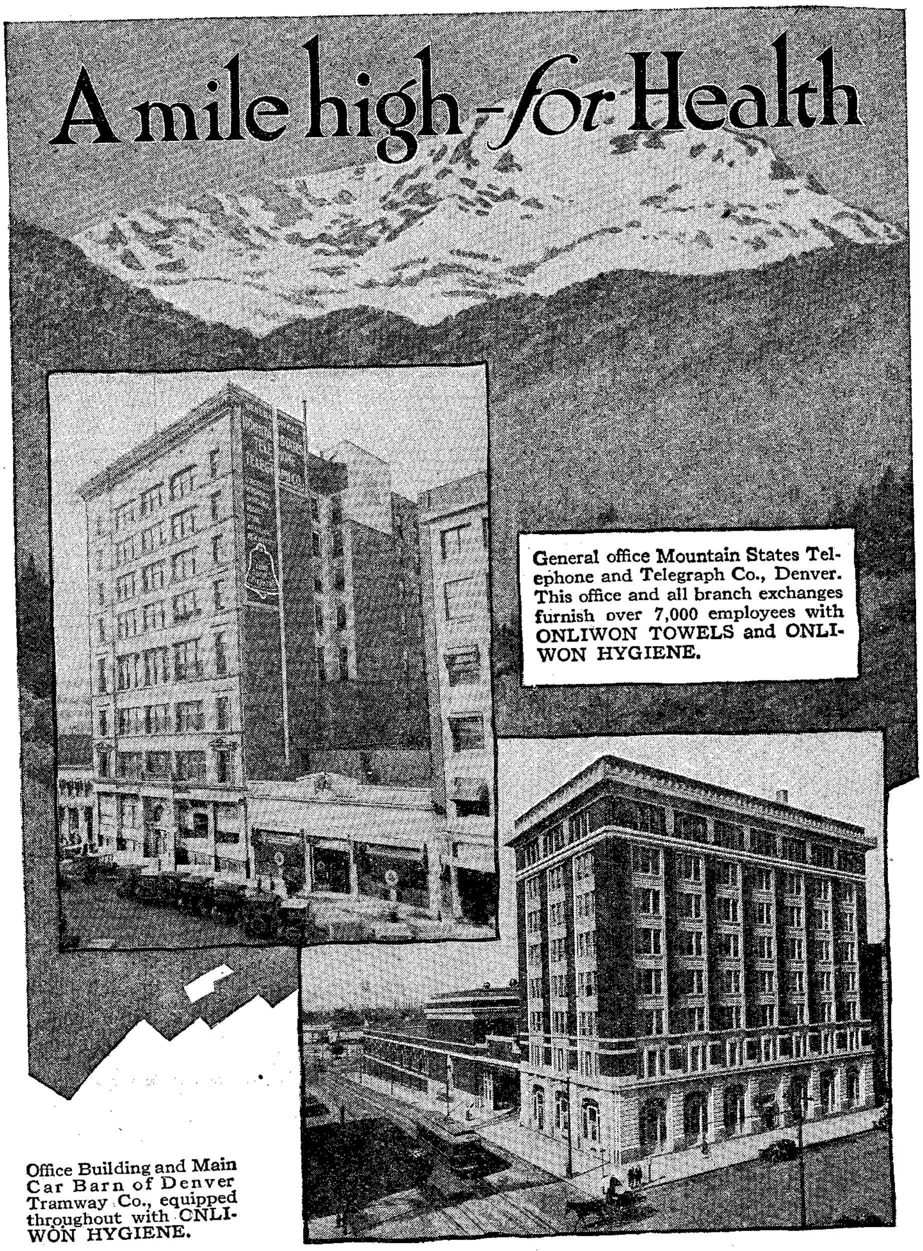
Price $100 and accrued dividends to yield 8%.



TUCKER, ANTHONY & COMPANY
Members New York and Boston Stock Exchanges
53 State St. Boston
Investment Securities
60 Broadway New York

The information contained in this advertisement is not guaranteed by us, but has been obtained from sources we believe to be accurate.

L. D. 108



General office Mountain States Telephone and Telegraph Co., Denver. This office and all branch exchanges furnish over 7,000 employees with ONLIWON TOWELS and ONLIWON HYGIENE.

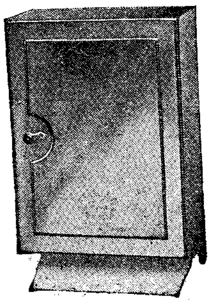
Office Building and Main Car Barn of Denver Tramway Co., equipped throughout with ONLIWON HYGIENE.

Most important business houses in the "Mile High" City take advantage of the health-protection afforded by

THE ONLIWON HYGIENE
REGISTERED U.S. PATENT OFFICE

ONLIWON HYGIENE is the service of protected toilet paper from a dust-proof cabinet which operates automatically without insanitary knobs to touch and locks to prevent waste and promiscuous handling of the contents.

ONLIWON HYGIENE is especially adapted to toilet rooms in public buildings because *it discourages waste*. The automatic cabinet holds a thousand firm, full-sized sheets of sanitary tissue but serves just two at a time.



Send Us Your Address

and our local representative will call and give you complete information about equipping your toilets with ONLIWON HYGIENE.

A. P. W. PAPER CO.
Department 22
Albany, N. Y.

for an increase in freight on coal from ten to twenty cents a ton."

Owing to the shortage and high price of fuel, the Canadian Board refuses to grant as great an increase as the above on coal and fire-wood. It also refuses to make any increase at all in milk-rates.

WHY GASOLINE WILL NOT BE RATIONED IN THE EAST

GASOLINE has been rationed on the Pacific coast, and stories of approaching shortage have led Eastern motorists to fear similar measures in their own section. They are, however, reassured by Mr. R. L. Welch, general secretary of the American Petroleum Institute, who declares that the East will suffer only from local and temporary shortage of this fuel. In an article in *Oildom* (New York), reprinted in *Financial America*, Mr. Welch repeats an earlier announcement on behalf of the oil business that it will meet every demand through:

1. Conservation of petroleum and its products.
2. Increased production.
3. Increased importations (of crude petroleum).
4. Increased efficiency in the construction of automobile engines; a great change in this respect is probable.
5. Increased efficiency in refining, *i.e.*, getting more gasoline and other valuable products out of each barrel of crude.

This authority goes on with his comforting words to users of "gas":

> Since May there has been an increased production of petroleum, and the latest official figures issued by the United States Geological Survey, covering the month of June, show a total domestic production of 37,219,000 barrels of petroleum, or at the annual rate of 454,000,000 barrels. Last year we produced only 377,719,000 barrels of oil. This increase shows how intimate is the relationship between increased prices for crude and increased production.
>
> Furthermore, the importations from Mexico have increased. Last year Mexico shipped us 52,746,567 barrels of oil. Since the first of January Mexico has sent us 39,005,208 barrels, and our imports from Mexico for the last month for which statistics are available (June) were 8,118,991 barrels, or at the rate of nearly 100,000,000 barrels per annum, which is at an annual rate nearly double that of 1919.
>
> Efficiency in the refining of oil is becoming greater every day, and more and more refiners are putting in better processes. Furthermore, the automotive engineers of the country are responding heartily to the conditions, and I am confident that the next year or two will see a public demand for a lighter and lower-powered car than any now produced, a car which will conserve gasoline, tires, and money—after all, it is the public demand which will be controlling. No one would be justified in making a low-powered car to meet a theoretical demand.
>
> Lastly, so far as the immediate situation

is concerned, the latest government figures indicate that production in the month of June actually exceeded consumption. This has not happened since August 1, 1919, save in one other month (September, 1919), when production was slightly greater than consumption. I fear that production will not continue to exceed consumption during the balance of the year, because the peak-load of the oil industry is rapidly approaching. But the change, even if temporary, is not without significance. It proves that advancing market prices for crude oil stimulate production.

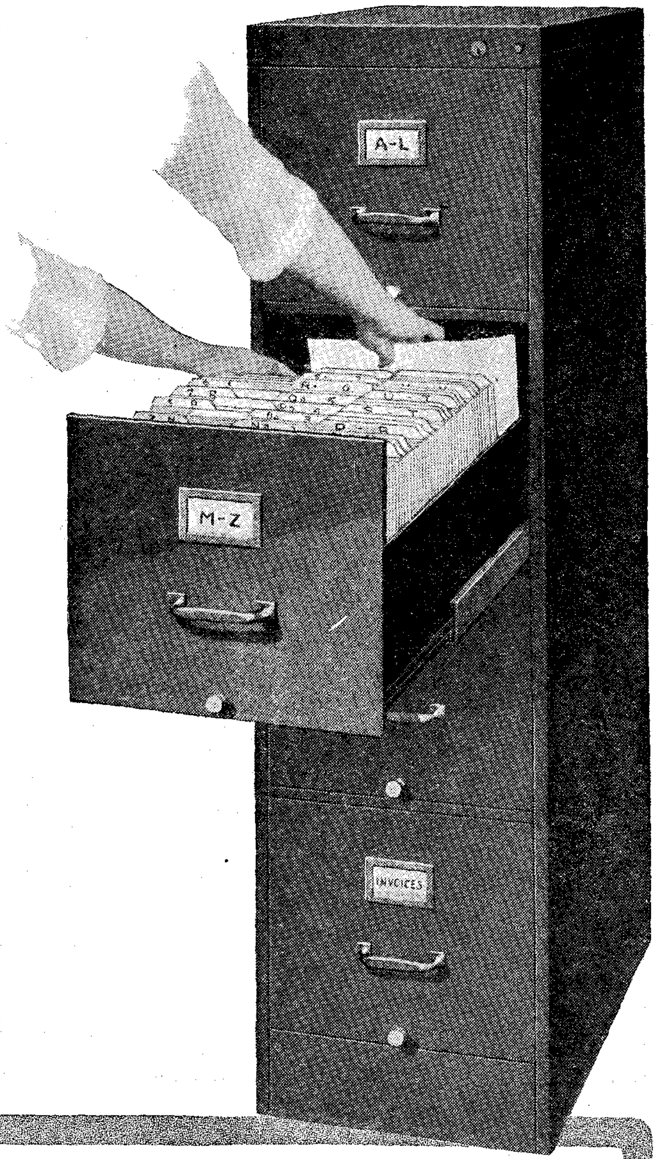
But the statement ends with a word of warning to the public:

> If this announcement is taken as an encouragement to the reckless and wasteful use of gasoline, it will have missed its mark. Such a use is to be condemned, and would bring serious consequences in some sections of the country.

TO TEACH EMPLOYEES HOW TO BECOME CAPITALISTS

MANY large business concerns like the United States Steel Corporation, the National Harvester Company, the American Telephone and Telegraph Company, Swift & Co., Procter & Gamble, and very recently the General Electric Company, have inaugurated plans enabling their employees to become stockholders upon easy terms. But such plans, remarks the editor of *Forbes*, are not suitable for some concerns because of the speculative nature of their shares or for other reasons. In such cases, he declares, "and also in the case of companies which offer their own stock to employees, arrangements should be made to give workers expert counsel on saving and investment matters." This financial editor goes on to point out how employers can help workers to become capitalists:

> Up-to-date companies now have experts to look after their people's teeth and eyes and stomachs; they have experts, also, to look after their amusement, their athletics, and their education.
>
> Why not experts to give advice on how workers should take care of their pockets? Is it so very much more important to provide movies and brass bands and manicurists and tennis-courts and facilities for private theatricals than it is to provide the simple, inexpensive means necessary to develop safe, systematic saving and investing by workers? Not many companies do this, altho a few have already seen the light and followed it with most profitable results.
>
> Surely it is as much worth while to help a worker to attain a competence as it is to help to keep him amused.
>
> No costly, elaborate, intricate machinery is necessary. Large concerns which already spend many thousands of dollars in fostering the well-being of their people could easily engage a capable person of the right type whose duty would be not only to interest the workers in the general subject of saving, but who would make his services constantly available to workers so as to advise them just what securities they should invest in and, where desired, do all the actual work for them.
>
> Smaller concerns could easily induce some local banker of the proper caliber and character to render similar services to workers. Companies could cooperate by explaining



Filing X-Y-Z's with A-B-C ease

MR. ZELLER of Zoar, Ohio, is as popular as Mr. Aarons of Akron with the file clerk when she files their correspondence in a Van Dorn *Mastercraft.*

The big, roomy drawer coasts wide open at a touch, exposing the last filing inch to make it as simple and easy to file and find the very last "Z" letter as the very first "A".

Though in looking around the dealer's floor you will pick the *Mastercraft* as the most expensive file, you will find the price surprisingly low.

THE VAN DORN IRON WORKS COMPANY
CLEVELAND
Master-Craftsmanship-in-Steel

Van Dorn STEEL LETTER FILE
MASTERCRAFT
Will Serve a Century Yet Never Grow Old

With the Books Balanced Dixie Shows $2,516,544,520 Profit on the 1919-1920 Cotton Crop

Because of the fact that several of the Gulf States fell off slightly in their last year's cotton production, the opinion has been widely held that the 1919–1920 cotton crop was as a whole unsatisfactory. On the contrary, with the complete returns now at hand, the 1919–1920 crop reports show that the South produced 803,527 bales compared with the 1918–1919 crop, and the largest crop since 1916–1917.

Mr. Henry G. Hester, Secretary of the New Orleans Cotton Exchange, in a report printed in the *Manufacturers' Record*, graphically shows by chart the cotton production figures of the various Southern States, from the season of 1915–1916 to that of 1919–1920:

	1919-20	1918-19	1917-18	1916-17	1915-16
Alabama	891	756	521	659	1,255
Arkansas	899	914	1,004	1,228	847
Florida	20	34	50	60	60
Georgia	2,037	2,029	1,980	2,164	2,320
Louisiana	329	541	665	496	403
Oklahoma	825	590	1,016	905	806
Mississippi	1,046	1,154	979	924	1,100
N. Carolina	1,006	907	717	827	893
S. Carolina	1,743	1,491	1,295	1,127	1,370
Tennessee	550	543	460	610	510
Texas	3,097	2,680	3,220	3,941	3,374
Total Crop Bales	12,443	11,640	11,907	12,941	12,938

Moreover, with an average price of cotton for the year of .3821 per pound as compared with .3036 for 1918–1919, .2886 for 1917–1918, and .1841 for 1916–1917, the cotton crop was the highest priced that has been known in fifty-three years.

This year, as in 1918–1919, the impression is general that the cotton crop is a poor one. You may be sure, however, that when the books are balanced for 1920–1921 the South will have shown another staggering increase.

Did you take advantage of Southern prosperity last year? Did you and your product receive your share of the Southern billions that were spent? You should have.

Lay your plans right now to enter the Southern field in time to take advantage of Southern prosperity this season. That you may introduce your product rapidly and surely, lay your advertising plans to include the following Southern newspapers. All of them are proven mediums, all of them reach the wealth of the South, all of them will pay you rich dividends.

For further detailed information write any or all of them. They will be glad to co-operate wherever possible.

ALABAMA

Birmingham Age-Herald
Birmingham Ledger
Birmingham News
Mobile News Item
Mobile Register
Montgomery Advertiser
Montgomery Journal

ARKANSAS

Fort Smith Southwest American
Little Rock Arkansas Gazette

FLORIDA

Jacksonville Florida Metropolis
Tampa Times
Tampa Tribune

GEORGIA

Albany Herald
Athens Herald
Augusta Chronicle
Augusta Herald
Columbus Enquirer-Sun
Macon Telegraph
Savannah Morning News
Savannah Press

NORTH CAROLINA

Asheville Citizen
Asheville Times
Charlotte News & Evening Chronicle
Charlotte Observer
Durham Sun
Greensboro News
Raleigh News & Observer
Raleigh Times
Winston-Salem Twin-City Sentinel

SOUTH CAROLINA

Charleston American
Charleston News & Courier
Charleston Post
Columbia Record
Columbia State
Greenville News
Greenville Piedmont
Spartanburg Herald
Spartanburg Journal & Carolina Spartan

TENNESSEE

Chattanooga News
Knoxville Sentinel
Knoxville Journal & Tribune
Memphis Commercial-Appeal
Memphis Press
Nashville Banner
Nashville Tennessean & Evening American

(Prepared by Massengale Advertising Agency, Atlanta, Georgia)

INVESTMENTS AND FINANCE
Continued

to their people that they would gladly arrange to deduct any desired amount from each pay envelop, to be applied to the payment of high-grade investments. At very little cost companies could arrange to provide safe-boxes for the keeping of workers' bonds or stocks. The whole process of inducing and enabling workers to acquire trustworthy bonds and stocks could be developed along simple appealing lines.

A nation-wide effort should also be made to persuade employees to accept payment by check. A thousand advantages would flow from such a plan. It would encourage workers to get into touch with some banking institution. The family having a bank-account would be slower to draw out money than it would be to spend dollar bills received each week in the pay envelop. It would foster saving. Moreover, it would cut down the staggering amount of money which is now constantly withdrawn from banking and credit channels by the too-prevalent habit of carrying around considerable sums in the pocket or secreting them at home. A twenty-dollar bill in a bank can be put to work. A twenty-dollar bill carried in the pocket lies idle; it is a non-producer.

STATUS OF GOVERNMENT WAR-ISSUES

IT is well known that the Government has been buying small quantities of Liberty bonds on account of its redemption fund, presumably at market prices, at any rate, at a discount. The National City Bank of New York has prepared the following statement showing exactly how much was subscribed and how much is still outstanding of the various Liberty Loan issues:

TITLE	Amount Subscribed	Amount Allotted (Corrected Figs.)	Amount Outstanding December 31, 1919	Estimated Number of Subscribers
FIRST LIBERTY LOAN	$3,035,226,850	$1,989,456,650	....	4,000,000
First 3½'s	....	....	$1,410,074,400	....
First 4's	....	....	139,981,600	....
First 4¼'s	....	....	410,772,250	....
First Second 4¼'s	....	....	3,492,150	....
SECOND LIBERTY LOAN	4,617,532,300	3,807,865,000	....	9,400,000
Second 4's	....	....	572,439,400	....
Second 4¼'s	....	....	2,853,991,400	....
THIRD LIBERTY LOAN				
Third 4¼'s	4,176,516,850	4,176,516,850	3,780,831,000	18,308,325
FOURTH LIBERTY LOAN				
Fourth 4¼'s	6,992,927,100	6,992,927,100	6,573,880,100	22,777,680
VICTORY LIBERTY LOAN	5,249,908,300	4,497,830,850	....	11,803,895
Victory 4¾'s	....	....	3,550,384,000	....
Victory 3¾'s	....	....	941,106,950	....
Total	$24,072,111,400	$21,464,596,450	$20,236,953,250	....

Up to June 30, 1920, we read in the bank's statement, "the Government had redeemed on account of the 5 per cent. redemption fund, $1,224,006,000 war-bonds, all of which were undoubtedly purchased at a discount." From July 1, 1920, to August 31, 1920, the Government, we are told, redeemed $10,178,250 additional bonds, "these purchases evidently being made for the 2½ per cent. Sinking Fund which became operative on July 1 last. Under the terms and conditions of this fund, the Secretary of the Treasury is authorized at his discretion to purchase annually 2½ per cent. of the amount of bonds outstanding, less the sums heretofore advanced to the Allied nations. According to the Treasury figures, it is estimated that the purchase for the present fiscal year, under this fund, will aggregate $250,000,000 of bonds." A discrepancy between the above figures and a Treasury statement of May 31, 1920, of approximately $590,000,000, is said to be accounted for by the purchase of bonds by the Treasury Department from the War-Finance Corporation, "the latter having made the purchase in the bond market while the war was on, in order to stabilize prices." At market prices in October, the various issues of United States Government bonds, notes the writer for the National City Bank, yield from a 4.03 basis to a 6.20 basis, depending on the issue.

POSTAL CHARGES RISE IN ENGLAND

POSTAL charges in England have gone up, the official justification being that as the purchasing power of the penny has gone down on everything else it could not be expected to do otherwise with the Postal Department. And the people, realizing the truth of this, reduce the weight of their letters and their number, and, when necessary, pay the additional postage. Before the war a letter not exceeding four ounces in weight was carried to any part of the United Kingdom for a penny, with an extra charge of ½d. for every additional ounce. Now, we are informed by the London correspondent of the New York *Evening Post*, the charge is 2*d*. for the first three ounces and ½*d*. for every additional ounce. To send a post-card now costs 1*d*. instead of ½*d*. In 1914 a newspaper could be mailed for ½*d*. as long as it did not weigh more than five pounds. To-day the minimum charge is 1*d*., with a limitation to six ounces. Above that weight there is an additional charge of ½*d*. for every additional six ounces. Other printed matter formerly carried for ½*d*. for two ounces costs twice as much now to send. The rate for parcels was 3*d*. for the first pound and 1*d*. for every pound in addition up to the limit of eleven pounds. The scale is now raised to a minimum of

520

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Three distinctive models: Full Length; Belted; Reefer. The trademark "Chase" in each coat stands for 73 years' leadership in manufacturing, and is your protection against inferior imitations.

510

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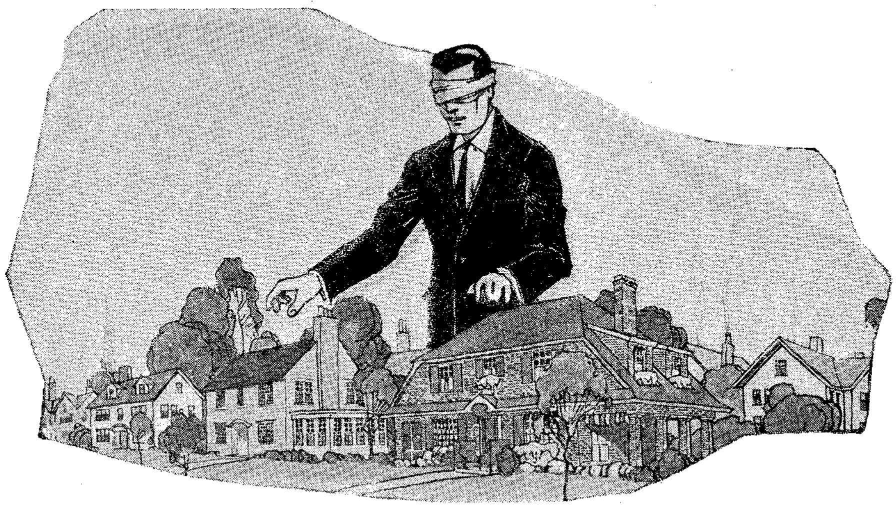
If your dealer does not carry these coats, ask your nearest distributor for particulars. Send for Catalog.

Eastern Distributor: THE OWEN COMPANY, Boston, Mass.
Western Distributor: MILWAUKEE TANNING & CLOTHING CO., Milwaukee, Wis.
Coast Distributor: EDWIN F. MERRY, San Francisco, Cal.



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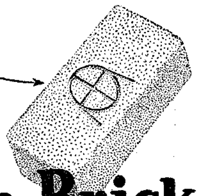

For Beauty with Economy build with Common Brick

INVESTMENTS AND FINANCE
Continued

9*d.* for the first two pounds, with an extra 3*d.* for every succeeding three pounds. Telegrams have also gone up from 6*d.* to a shilling for the first twelve words, and from ½*d.* to 1*d.* for every additional word. Similar raises are made in the commission payable for postal orders. These changes bear hard on many persons whose domestic and business budget has already been severely affected by the higher cost of living, says the writer, who continues:

The first result of the abolition of the penny post has been the use of the post-card for a large number of communications that would previously have been sent by letter. Hitherto there had been a general feeling that it was scarcely courteous to write to one's friend on an open card except in the case of a hurried note or a message that is both brief and comparatively unimportant. But the compulsion of economy is nowadays making an end of any such scruples, and the open post-card has come to be used for thousands of communications which before the war would have been wrapt up in an envelop. One is getting accustomed to receiving post-cards in which a large amount of information is crowded into a narrow space, with perhaps a continuation on the address side—for the Post-office regulations no longer prohibit such an overflow. The rise in price will naturally affect most the senders of long, gossipy letters of a type that admits of neither compression nor publicity. The sending of bulky documents by mail is also penalized under the new scale. Whereas, for instance, you could formerly send a letter of eight ounces for 2*d.*, it will now cost you 4½*d.*

However one may regret these higher rates, it is some compensation to know that one purchases for them a really first-class service. At one period during the war there was a distinct falling off in the efficiency of the Post-office. The number of collections and deliveries was greatly reduced, and there were frequent delays, due probably to the shortage of staff and the employment of novices as sorters. But the service has now come back almost to its old standard, both in quality and in quantity. For example, a letter mailed in a City pillar-box—"down-town," as you would say in New York—at 6 P.M. reaches me in my suburban home about nine o'clock the same night, and I can send an answer by the outgoing mail at 10:05 for the first delivery in the City the next morning. Unless the service there has greatly improved of late years, so prompt an interchange of letters would be impossible in New York.

Suitable Sentiment.—If the party who found my two coats refuse to return them and receive reward, will they kindly come and get the pants and vest, as I have no use for them now and as a matter of sentiment I hate to see them separated. Room 31, Harvard Hotel.—*Lost and Found ad. in the Omaha Bee.*

The Only Place.—STRANGER—"If your rooms are all taken, maybe you can tell me where I could get an unoccupied bed for to-night."

HOTEL CLERK—"You might try the furniture-stores."—*Judge.*

CURRENT EVENTS

RUSSIA AND POLAND

October 13.—An official report from Warsaw says the Poles are still fighting with the "Reds" in the region southwest of Minsk. Three Bolshevik divisions are said to have been driven beyond the line defined by the terms of the armistice.

Successes for the Russian Soviet forces all along the line from south of Minsk to the Crimea are reported in a Russian Soviet official statement, reaching London by wireless.

From Constantinople it is reported that the Bolsheviki have reoccupied Mariupol and Berdisk on the Sea of Azof.

General Zellgouski's central Lithuanian troops clash with Lithuanian forces who attempt a concentration in the Vilna region, according to dispatches from Grodno. The Bolsheviki are reported to be cooperating with the Lithuanians.

October 14.—According to a report from Washington, territorial boundaries that may be fixt in a peace treaty between Poland and the Russian Soviet Government will not be given the approval of the United States unless the ethnographic line outlined as Polish territory by the Versailles Peace Treaty is adhered to. It is said officially that the policy of the United States in the Polish-Russian situation set out in the President's note to Italy some time ago definitely pledged this Government to the proposed boundaries fixt at the Peace Conference.

The Bolsheviki and Poles are reported to have completed a secret agreement at Riga whereby Poland gets timber concessions in Russia and iron ore concessions in the Ukraine, in lieu of the gold settlements the Poles have asked for.

October 15.—A message from Moscow says Roumania has offered to enter into peace negotiations with Soviet Russia.

General Pilsudski, President of the Republic of Poland, tenders his resignation as chief executive, says a report from Warsaw. At the request of the Government, however, he withdrew his resignation provisionally.

October 16.—It is reported from Sebastopol that Bolshevik attacks on the Tauride front have been repulsed by General Wrangel, who captured 5,000 of the enemy and much war-material.

October 17.—Moscow reports that the Soviet Government is entering complaints because the Poles have occupied Minsk since the armistice was entered into. The Russians insist that the Poles should retire from this city according to the treaty, and regard their not doing so as a warning to Russia to continue to strengthen the western front.

October 18.—According to Warsaw advices, the Ukrainian Government has signed an agreement with General Wrangel by which the Ukrainian Army will join the Wrangel forces. Plans are being made for early coalition, and the Ukrainians are gradually working their way to the southeast.

October 19.—Word reaches Copenhagen that martial law has been proclaimed in twelve Russian departments, including Moscow and Petrograd.

It is reported from Sebastopol that the forces of General Wrangel were repulsed with heavy losses in an attempt to take the Kakhovka bridge-head.

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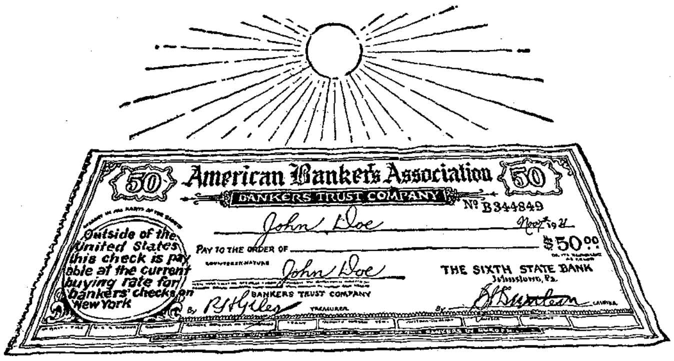
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IF STAMPED AMITY IT'S LEATHER

CURRENT EVENTS
Continued

The Bolsheviki are said to be resorting to reprisals against uprisings in southern Russia. Fourteen committees are said to be operating in Odessa, where hundreds are being executed daily.

The Allied governments, through the French and British representatives at Warsaw, hand a note to the Polish Government declaring that they consider the occupation of Vilna by the Poles contrary to the armistice with Lithuania, and suggesting that Poland should completely disavow General Zellgouski's action in holding the city.

FOREIGN

October 13.—According to advices reaching London, leaders of the Italian Socialist party and of the General Confederation of Labor in Italy publish a joint manifesto ordering demonstrations in every town in Italy to force the Italian Government to recognize Soviet Russia.

Paris reports that conversations with the object of initiating anti-"Red" policies are taking place under French inspiration among all the peoples bordering Russia, from the Baltic to the Black Sea. In authoritative French quarters it is believed an active anti-Bolshevik policy by the small border nations would result in the early collapse of the Soviet Government.

It is reported from Tokyo that Japan will propose to the Powers joint action to check the rise of Bolshevism on the Asiatic continent. It is declared that prominent Chinese are intriguing for the establishment of a Soviet régime in China.

A hot battle takes place at Dunmanway, County Cork, Ireland, when armed Republicans attack the police barracks, which were defended by "Black and Tans."

Rioting breaks out in Londonderry when rival factions clash. Several persons were wounded and the combatants were dispersed by the military.

According to advices reaching Washington, Turkish armies invade Armenian territory in a drive on Kars. All Armenians of military age have been called to the colors.

Renewed Nationalist activity is reported from Constantinople. The Nationalists are said to be plotting to gain Constantinople through propaganda and Armenia through force.

October 14.—A two-hour strike takes place in Italy in protest against the arrest of political offenders opposing the Allied policy toward Russia. Many persons were killed and others wounded at various places.

The British coal-miners, nearly a million strong, have voted to strike on October 18. This followed a decision not to accept the Government's proposal of a wage system based on output. In official quarters it is said the Government has played its last card and no further offer will be made the miners.

At a plebiscite held in lower Austria to decide whether this territory is to be governed by Austria or Jugo-Slavia, it is reported that union with Austria was favored by a vote of 21,852 to 15,096.

October 15.—A Nationalist demonstration takes place in Trieste, during which five persons are wounded. Bombs were thrown and the building of a Socialist newspaper was set on fire.

October 16.—The Greek Cabinet decides to summon Parliament for the election

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Good wages for good work.

Fair profit and full encouragement for business enterprise.

Restoration of the nation's credit, now disgraced by the low value of Government bonds.

Good pay and full protection for American workmen.

No foreign flag and no foreign council sharing power in the United States.

They will concern themselves with immediate problems—not fancy theories. They are of the people and for the people—old-time Americans who place their faith in the Declaration of Independence.

When you send them to Washington, there they will work for you. They will protect you and yours from foreign entanglements.

"Good times" will come with a change.

Let's be done with wiggle and wobble

Republican National Committee

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The gasoline consumption is unusually low
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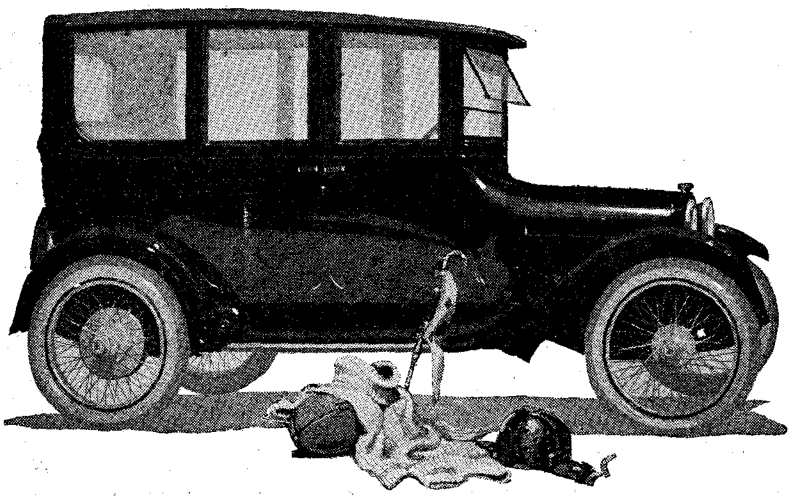


CURRENT EVENTS
Continued

of a Regent during the illness of King Alexander, critically ill as the result of a bite recently inflicted by a monkey.

The Independent Socialist Conference in session at Halle decide by a vote of 237 to 156 on adhesion to the Third Internationale.

The strike of British coal-miners begins, with a walkout of a million men. To meet the situation, emergency orders are issued directing the darkening of all electric signs and store-windows and limiting the use of gas and electricity for power and household consumption in order to conserve coal. Premier Lloyd George issues a statement declaring the country's determination to fight the strike to a finish.

Roberto V. Pesqueira is appointed confidential agent of the Mexican Government in Washington, to succeed Fernando Aglesias Calderon, recently recalled to take his seat in the Mexican Senate.

October 17.—It is reported from Berlin that the Allied Reparations Commission has made a demand upon Germany for the immediate delivery of 10,000 bulls and 500,000 cows to France, 11,150 head of cattle to Italy, 210,000 cows to Belgium, and 157,000 head of cattle to Serbia.

The first death among the hunger-strikers in Cork jail occurs when Michael Fitzgerald dies after having fasted sixty-eight days.

It is reported from Berlin that the Russian Soviet delegates to the Independent Socialist Conference at Halle have been ordered by the German Government to leave the country.

Two distinct revolutionary parties are said to have developed out of the wreck of the Independent Socialists in Germany. One is pledged to the dictatorship of the proletariat through an alliance with the Third Internationale, and the other is working in opposition to Moscow.

The Italian Government begins a drive to round up all the advocates of violence in the country.

The strike of the coal-miners in England is spreading to other industries, it is reported from London. In North Yorkshire 20,000 workers are said to be idle, with iron-works, coke-ovens, furnaces, and mills closed. Iron-works in other parts of the country are also reported idle. Seventy thousand workers in the North Staffordshire potteries will be thrown out of work soon as the result of a lack of coal.

October 18.—A mob of unemployed men and women storm Downing Street, London, in an attempt to reach the Prime Minister's residence. Mounted police were called out before order was restored. The demonstration was not a radical one and had no connection with the coal strike, but was in the nature of a protest against unemployment.

It is reported from London that the army of the unemployed is growing rapidly, and it is estimated that unless the coal strike is settled before the end of the week fully 2,000,000 workers will be idle.

The Japanese Government sends circulars to all physicians, surgeons, dentists, tailors, blacksmiths, and others throughout Japan, asking whether they would be willing to serve in the army in case of war, according to Tokyo advices. Officials explain that the information is desired in connection with any possible future mobilization.

DOMESTIC

October 13.—Secretary Daniels makes public a report of an investigation of the acts of the marines in Haiti, made by Maj.-Gen. George Barnett, formerly commandant of the marine corps, which says that "practically indiscriminate killing of natives" had been revealed by this investigation.

It is reported from Atlanta, Ga., that the night-rider situation in the South is becoming acute. Numerous dispatches tell of mysterious fires in the States of the cotton belt that have destroyed cotton-gins and warehouses. Efforts are being made by ginners, merchants, and others to put a stop to the lawless work.

October 14.—Warrants are asked for the arrest of several prohibition and revenue agents involved in the gigantic whisky ring which it is said special Federal investigators have found has been operating throughout the United States. The names of the suspected men are kept secret.

The Federal Prohibition Commissioner at Norfolk, Va., announces that foreign ships coming into that port with smuggled liquor will be boarded by United States officers, who will seize the liquor under the Prohibition Enforcement Act.

The first United States naval decorations ever distributed abroad are conferred by Ambassador Wallace on more than one hundred French naval officers at Paris.

October 15.—A naval board of inquiry composed of Rear-Admirals Henry T. Mayo and J. H. Oliver and Brigadier-General J. H. Pendleton is named by Secretary of the Navy Daniels with complete authority to investigate and recommend punishment for marines and others involved in the series of executions of natives alleged to have taken place in Haiti during the American occupation of the island.

October 16.—American financiers are said to have agreed to advance $100,000,000 to Cuban banks as a means of solving that country's financial difficulties.

The ninth international balloon race for the Gordon Bennett trophy will be held at Birmingham, Ala., on October 23. Seven balloons have been entered, including representatives from France, Belgium, and Italy.

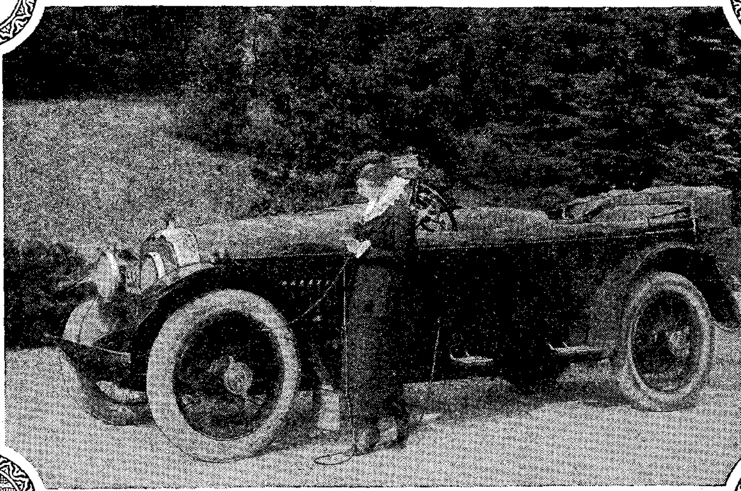
Seventy-five thousand world-war veterans march in a parade in New York City as a demonstration in favor of a bonus for former service men.

October 17.—It is reported from Washington that bituminous-coal production has reached the 12,000,000-ton weekly total which the National Coal Association has declared was necessary to insure against any shortage of the winter supply.

October 18.—Governmental expenditures for September amounted to more than $1,944,000,000, while for the first three months of the fiscal year the total was more than $3,630,000,000, according to a statement issued by the Treasury.

October 19.—Persons violating the prohibition law are liable, upon conviction, not only for the penalty imposed by the court, but must also pay the Federal Government a $1,000 tax, under a law of 1918, still in effect, according to instructions issued to prohibition and revenue agents by Internal Revenue Commissioner Williams.

The Farmers' National Council, in conference at Washington, appeals to President Wilson to aid them in getting loans to enable them to market their crops.



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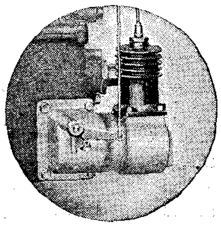

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KELLOGG TIRE PUMPS

SPICE ◆ OF ◆ LIFE

Ready for Hanging.—"The prisoner looks the picture of dejection."

"Yes, and he says he's been framed."—*Boston Transcript.*

Modest.—Ebb—"Why don't you wear calico any more?"

Flo—"Oh, I just hate to see myself in print."—*The Cornell Widow.*

Large, but Seldom.—The guilty ball-players may now form a Ponzi League, which means a lot of money once and then nothing.—*Columbus Dispatch.*

Rushing the Job.—"So you are having your house redecorated. How are you getting along?"

"Fine; the painters and paper-hangers worked a full day last week."—*Detroit Free Press.*

The Winner.—"We had a contest to decide the prettiest girl in our graduating class of 400."

"How did it turn out?"

"One girl got two votes."—*Louisville Courier-Journal.*

Preparedness.—Patience—"Did you know that Peggy is taking swimming lessons?"

Patrice—"Rather late in the season, isn't it?"

Patience—"Oh, no; she's going to take up skating this winter."—*Yonkers Statesman.*

A Common Trouble.—"I got a letter from my husband from Paris."

"How is he getting on with the French people?"

"He says they are very nice and polite, but they don't seem to understand their own language."—*Baltimore American.*

The Chronic Optimist.—A group of war-veterans were discussing Thanksgiving. One of the guests was a veteran who had lost both legs.

"And what have you to be thankful for?" they asked.

"Lots," he replied. "I've got cork legs, and I can put on my socks with thumb-tacks."—*The American Legion Weekly.*

Different Sort.—Little Edna was visiting the museum with her aunt. In the Egyptian room the child saw the desiccated remains of an ancient queen and asked what it was.

"That is some one's mummy, dear," replied auntie.

"Goodness!" said Edna. "I'm glad my mummy doesn't look like that."—*Boston Transcript.*

He Should Worry.—"Where were you yesterday, Tommy Cribbs?" asked the teacher.

"Please, mum, I had a toothache," answered Tommy.

"Has it stopt?" asked the teacher sympathetically.

"I don't know," said Tommy.

"What do you mean, boy? You don't know if your tooth has stopt aching?"

"No, mum, the dentist kept it."—*Los Angeles Times.*

They Go On Forever.—The good die young was never said of a joke.—*St. Louis Globe-Democrat.*

Brickbat or Bouquet?—G. M. Cohan His Old Self in New Play, "The Meanest Man."—*Head-line in the New York Sun.*

Just So.—"Economy," we heard a man say the other evening, "is a way of spending money without getting any fun out of it."—*Boston Transcript.*

Trouble Ahead.—Giving The Hague teeth may do the trick, but there is usually an uproar during the teething period. —*Tacoma Daily Ledger.*

Far from the End.—"What's that grass widow's last name?"

"Nobody knows. She hasn't come to it yet."—*Philadelphia Bulletin.*

A Public Speech.—Bill—"Have you ever done any public speaking?"

Joe—"I once proposed to a girl over the telephone in my home town."—*Burr.*

A La Mode.—Shopper—"I want to get a fashionable skirt."

Saleslady—"Yes, madam. Will you have it too tight or too short?"—*Life.*

One Organ Strong.—Whatever may be the condition of the world's heart just now, its spleen seems to be functioning excellently.—*Columbia (S. C.) Record.*

Real Humor.—"I'm putting on a show for the boys from France, and I want something funny. What do you suggest?"

"Show them some battle-scenes from the war-movies produced while they were away."—*Life.*

A Silent Scream.—"Dragging out from beneath her bed the suitcase, she crammed in the little garment, and finally, strapping down the lid again, laid her head against it silently, screaming her despair."—*Red Book Magazine.*

By Special Delivery.—"What are you cutting out of the paper?"

"About a man getting a divorce because his wife went through his pockets."

"What are you going to do with it?"

"Put it in my pocket."—*The American Legion Weekly.*

Lucky Respite.—"Did that heckler annoy you?"

"Not a bit," replied Senator Sorghum. "The argument I was following up was getting a little bit complicated for me and I was rather glad of an opportunity to turn my end of it over to the police."—*Washington Star.*

Self-Protection.—"You admit, then," said an Alabama judge, "that you stole the hog?"

"Ah sure has to, Jedge," said the colored prisoner.

"Well, nigger, there's been a lot of hog-stealing going on around here lately, and I'm just going to make an example of you or none of us will be safe."—*The Lawyer and Banker (New Orleans).*

THE LEXICOGRAPHER'S EASY CHAIR

Readers will please bear in mind that no notice will be taken of anonymous communications.

"E. M. S.," Chicago, Ill.—"What is the proper way of writing the following: 'Taps on *memorie's* door,' or 'Taps on *memories'* door,' or 'Taps on *memory's* door'?"

If the word *memory* is used in the plural, the possessive would be *memories'*, thus making the phrase read, "Taps on *memories'* door." If *memory* is used in the singular, the phrase would read, "Taps on *memory's* door."

"D. C. McI.," Clintonville, Wis.—"Is it correct to refer to plans as being 'under way,' or should one say 'under weigh'?"

If you mean that the plans are in preparation, "under way" is the proper form. "Weigh" is usually used as a nautical term in the phrase *under weigh:* now regarded as a variant spelling of *way* (probably due to the influence of the phrase *to weigh anchor*), but it is still preferred by many of the best English and American writers, some of whom use it as if it were identical with and referred properly and originally to weighing anchor.

"W. D. W.," Philadelphia, Pa.—"Can I use the word *exotic* in the sense of an '*exotic* spirit,' meaning free, buoyant, and happy? I am sure it has finer shades of meaning than 'foreign origin and extraneous.'"

The word *exotic* can not possibly be brought to mean "free, buoyant, and happy," It means "belonging by origin, nature, or characteristics to another part of the world; brought in from abroad; foreign; strange, etc."

"O. E. M.," Los Angeles, Cal.—"I recently came across the following word—*Aldiborontiphoscophornio.* Can you give its meaning and pronunciation?"

Aldiborontiphoscophornio is the name of "A proud person in Henry Carey's tragic burlesqu *Chrononhotonthologos.*" It was used by Sir Walte Scott as a nickname for James Ballantyne becaus of his pomposity. The word is pronounced *al"di-bo-ron"ti-fos"ko-for'ni-o*—*a* as in *fat*, *i*'s a in *habit*, first *o* as in *obey*, second and third *o*'s a in *not*, fourth *o* as in *obey*, fifth *o* as in *or*, and sixt *o* as in *go*.

"B. W. E.," Bushnell, Ill.—"Please tell m when and by what authority was this countr first legally known as 'United States.'"

The words "United States of America" firs appeared in the Declaration of Independenc July, 1776. Read the Constitution of the Unite States and please note September 17, 1787, as th date you ask for, in the twelfth year of th independence of the country.

"L. G.," Vicksburg, Miss.—"Kindly tell m whether or not 'g' is ever soft before *a*, *o*, or in the English tongue."

According to the dictionary, *g* is pronounce like *j* before *e*, *i*, or *y*. This clearly indicate that it has always the guttural sound befo *a*, *o*, or *u*.

"M. M.," Chicago, Ill.—"What is the greate ocean depth that has ever been sounded?"

The greatest depth known is off the island Guam, where the sea reaches a depth of 31,614 fee

"A. P. K.," San Francisco, Cal.—"Please te me the meaning of the word *Limited*, abbreviate *Ltd.*, as used in firm names, particularly Englis corporations."

The abbreviation *Ltd.* following the name of company signifies "a public company who members are individually liable for the con pany's debts only to a specified amount, often n exceeding the amount of stock that each holds

"A. H. M.," Madison, Me.—"(1) Please t me the causes and starting-places of meteors. what direction do they usually go? (2) Whe did the expression *red tape* as used in 'There so much *red tape* to the law' come from?"

(1) A *meteor* is a sudden luminous phenomen as of a star or bright body in rapid motion throu the air, produced by a small mass of matt from the celestial spaces striking the air w planetary velocity, and suffering heating, dis pation, or combustion. Before encountering t earth they travel in their own orbits. (2) T expression *red tape* originated from the custom tying official documents with red tape.